FREIGHT TRAFFIC SPECIAL REPORT TO MANAGEMENT

April 29, 1968

RAILWAY AGE

THE TRANSPORTATION WEEKLY

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CAR SUPPLY

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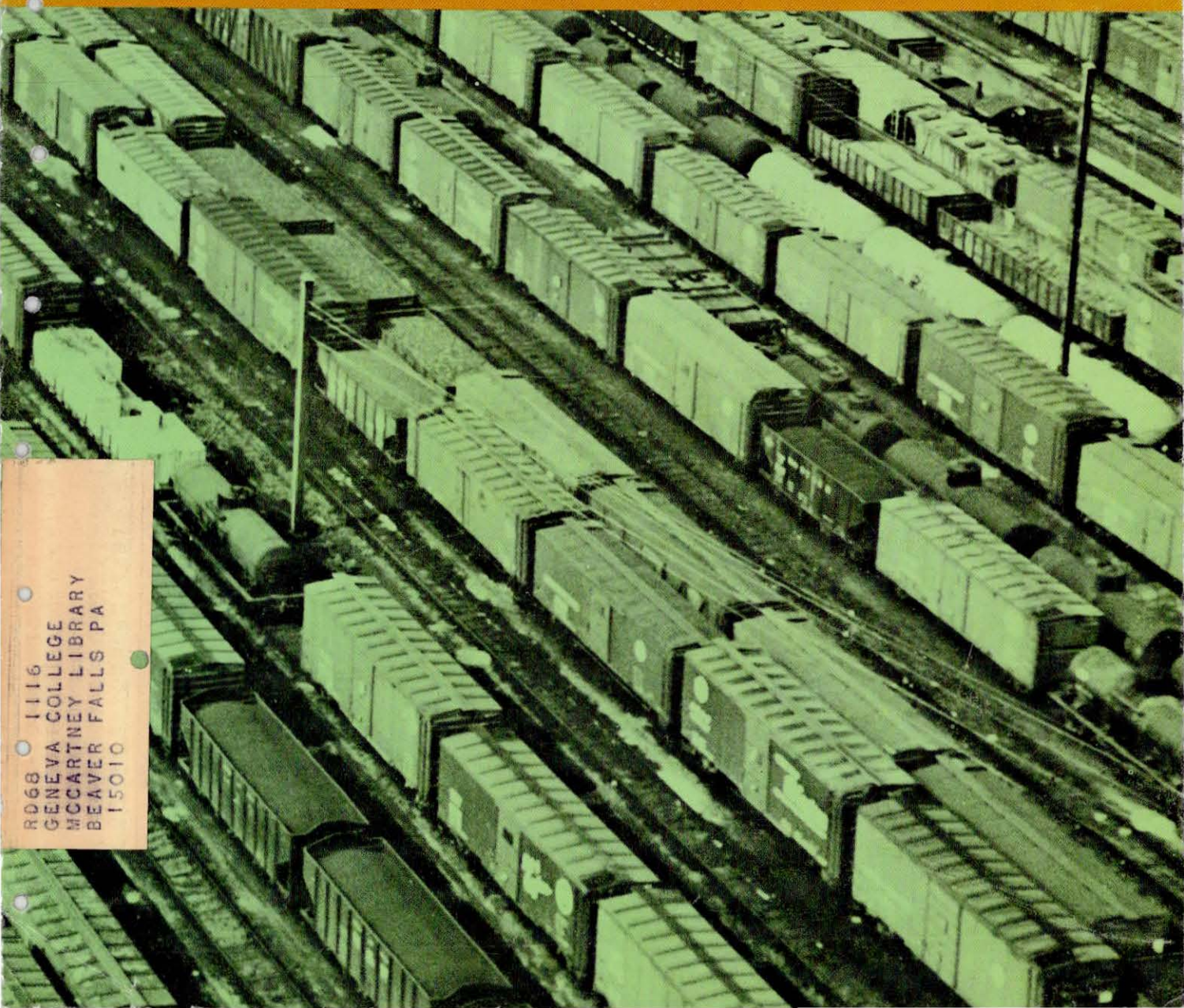
- The carbuilders' dilemma—and its implications.



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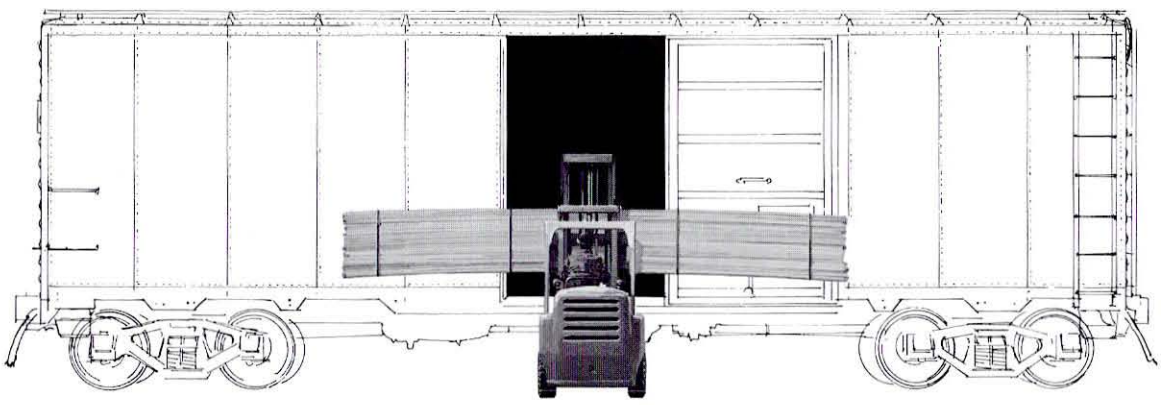
What a difference a door makes



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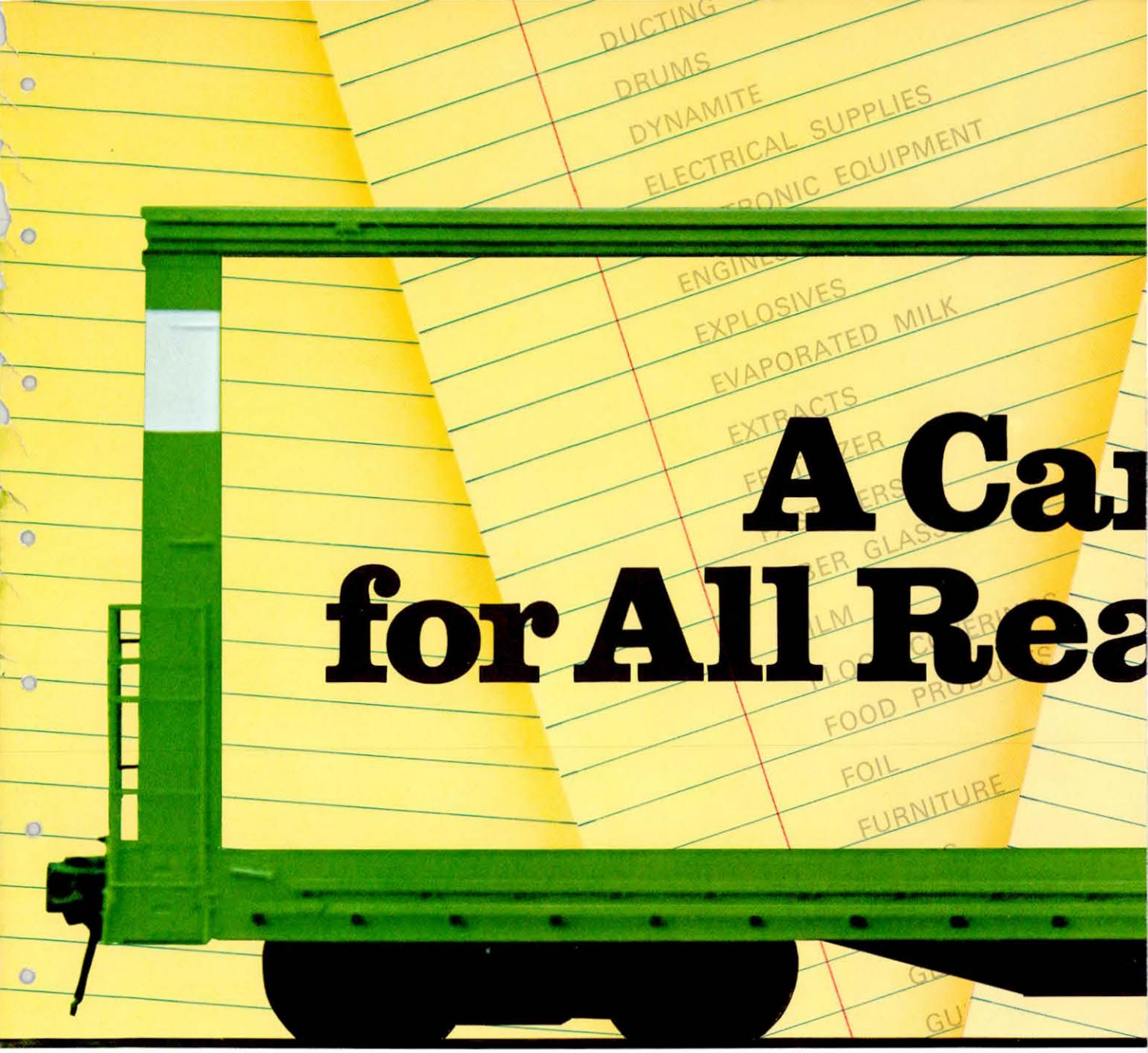

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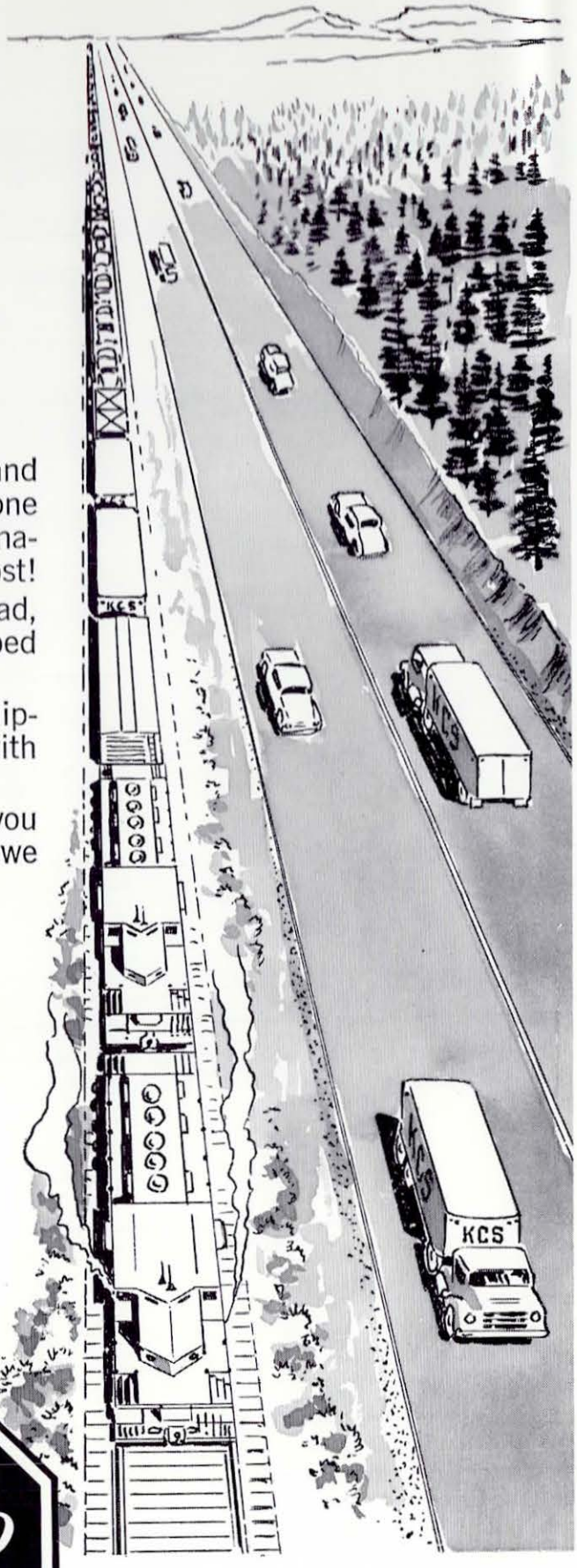

KANSAS CITY SOUTHERN Lines

RAILWAY AGE

April 29, 1968 • Vol. 164, No. 15

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. . . AND COMING NEXT WEEK

Philadelphia is making its own bid to be considered the transit capital of the USA. New cars for the DRPA line, subway line extensions, and a possible airport access line are just some of the projects moving ahead. A complete report, by Transit Editor Joe Asher and Mechanical Editor Fred Houser, appears in the May 6 issue.

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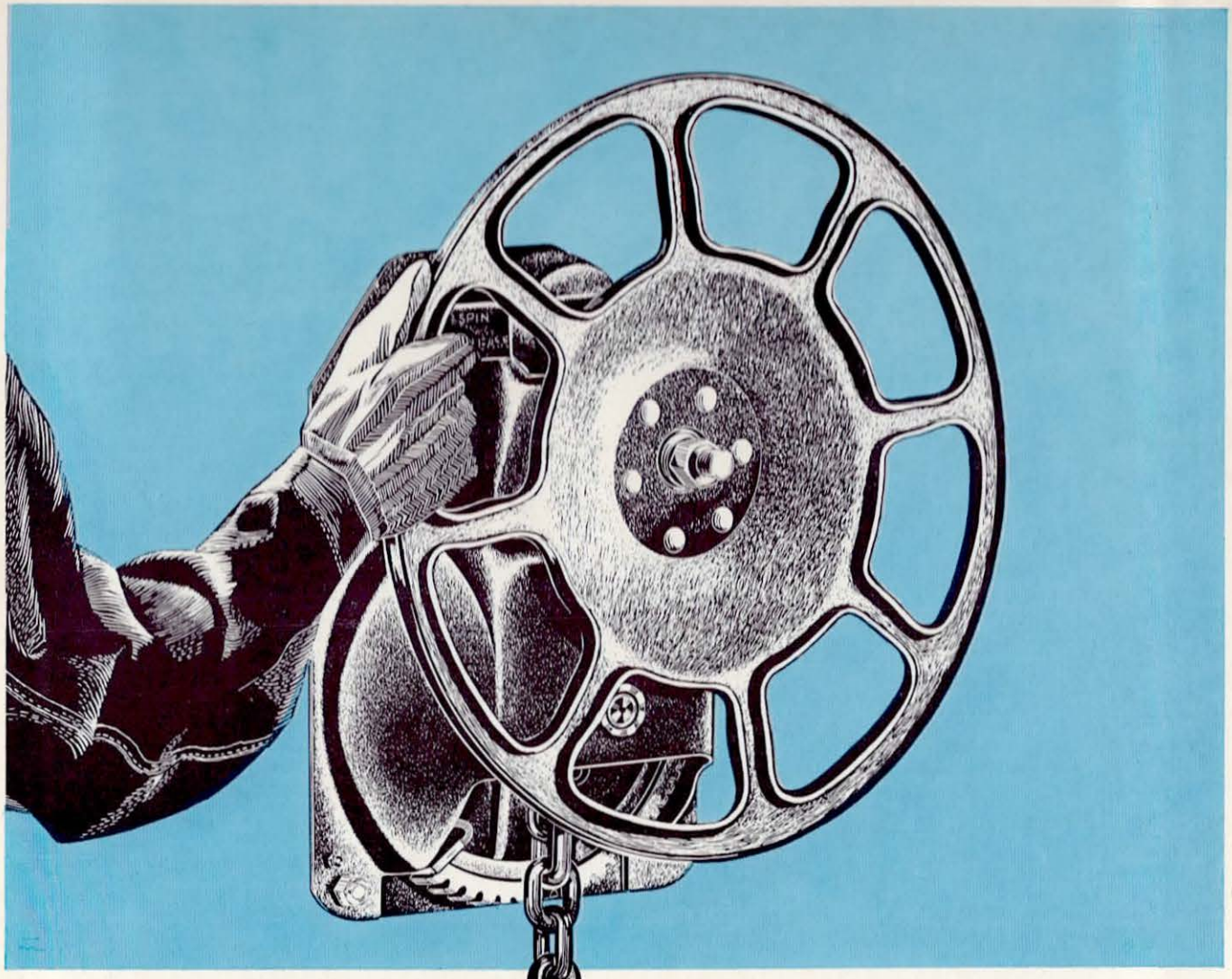

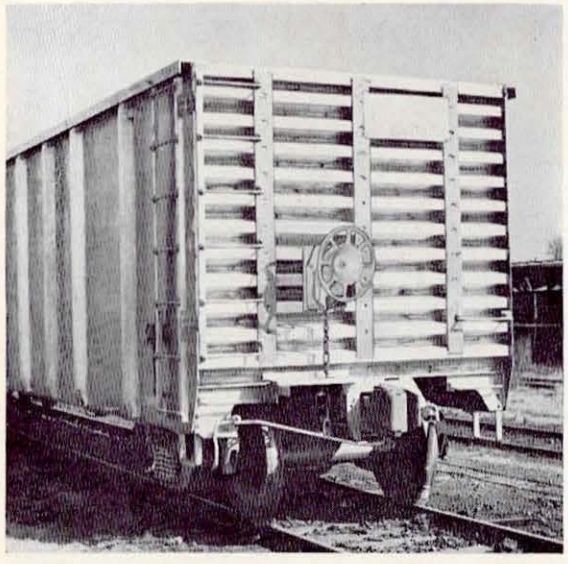

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SHORT AND SIGNIFICANT

Shoemaker to leave CNJ next month

Perry M. Shoemaker, trustee and chief executive officer of the Jersey Central, will retire May 15, the railroad has announced. Shoemaker, formerly president of the Delaware, Lackawanna & Western and the Jersey Central, and chairman of the Erie Lackawanna, was appointed a trustee of the CNJ by a federal court when that line went into reorganization last year. He plans to reside in Tampa, Fla., from where he will work as a transportation consultant.

AMSTED, USG: A merger plan called off

In January, AMSTED Industries and U.S. Gypsum seemed headed for merger (RA, Jan. 15, p.34). In April, it was a different story, as USG directors voted to terminate the merger agreement, "based on a current appraisal of the factors involved." AMSTED, meantime, was reporting lower sales and earnings for the three- and six-month periods ended March 31. Although freight-car buying "has not increased as previously anticipated," the company added, "sales and earnings in the last six months of the year should be approximately the same as in the last six months of 1967."

Mopac and C&NW will take over A & S line

The Alton & Southern will be owned jointly by the Missouri Pacific and the Chicago & Northwestern. The ICC has issued an order authorizing those roads to purchase the St. Louis area switching line from the Aluminum Company of America. The order came after the Commission was advised by Cotton Belt and Illinois Central that they would not take advantage of the Commission's order to let them in (RA, Mar. 11, p. 27).

Rail safety bill is being shaped-up at DOT

Secretary of Transportation Alan S. Boyd, said last week that DOT is working on a railroad safety bill which it expects to submit to Congress in the near future. Meanwhile, the Railway Labor Executives' Association has written to AAR President Thomas Goodfellow, asking that the railroads "join us in urging Congress to enact this year a broad and strong railroad safety law." Replying to the press release, which RLEA issued to announce its proposal, the AAR said management is ready to participate in the safety studies which have been recommended by the National Transportation Board. The AAR reply said management "is ready and willing to join with labor in any meaningful step to promote the highest possible safety standard, but rushing pell-mell into new legislation isn't the answer, nor can legislation alone be the magic wand which produces safety."

For NRLC, a new headquarters in Washington

The National Railway Labor Conference, based in Chicago since its formation six years ago, is planning a move to Washington — appropriately enough over the Labor Day weekend. NRLC personnel, historically, have spent a good part of their time in the Capital. And, as Chairman J.P. Hiltz, Jr., puts it, the headquarters move is designed to put the organization in closer proximity to the field of activity insofar as labor matters in general are concerned.

RPI urges ICC to approve rate increase

The Railway Progress Institute has urged the ICC to approve the railroads' proposed freight-rate increase so the carriers can continue to modernize their equipment. The supporting presentation is in a brief filed with the Commission by Nils A. Lennartson, president of RPI. "With the new technology available, the railroads were continuing a revolutionary era of improvement when the current retrenchment began," the brief said, adding: "it would be most unfortunate for all Americans if the benefits of that revolution must be long delayed or put off indefinitely for lack of a truly economic rate structure."

MONDAY MORNING REPORT

PLANNING PANEL: HARD TO FILL

The Railway Systems and Management Association had a hard time filling the panel for its recent Chicago forum on corporate planning. The reason: Rail managers generally are still hard to sell on the total planning idea, in the opinion of one veteran observer. At most, it is estimated that only six roads maintain a full-fledged, organized planning operation identified as such. It was from these six that RSMA was able to draw three men to lead this forum, devoted to the premise that corporate planning is vital for rail survival in a changing environment.

CHANGE CAUSES PLANNING, AND . . .

The premise is simple: Railroads *must* plan so they can meet the transport needs drafted by a turned-on technology. And one major aim of such plans is to avoid being passed by competitors' technological breakthroughs, says Dr. Robert A. Bandeen, Canadian National's corporate planning director. "It's the role of corporate planning to create an environment whereby top management recognizes the need for constant technological surveillance," he says.

. . . AND PLANNING CAUSES CHANGE

But that kind of effort is still defensive. Planning can stir change as well as absorb its impact. If the rail industry can be led by change, why can't it lead change, too? Thus, a second aim of planning is to cause innovations that put competitors at a disadvantage. "We're a follower of technology only if we choose to be," Dr. Bandeen says. He is echoed by James G. Woodruff, Chicago & North Western vice president-corporate development, who says planning is needed so railroads act rather than react, stay out of trouble rather than merely get out of it. If rails are going to follow, at least they should be "intelligent followers" by innovating new services, Woodruff says. But rails generally have been remiss in the area of innovation, even though they are not followers by necessity, adds Stanley M. Christovich, Chesapeake & Ohio corporate planning director: "What we need is involvement and commitment. Planning is a very integral part of management."

HOW TO PLAN, RATHER THAN FOLLOW

Though they agree on planning's worth, the three men differ on its form. This follows through on another RSMA premise: that an effective planning system for a company must be individually tailored. But the worth is clear: Through planning, railroads can shape their destiny rather than let their destiny be shaped by competitors. One problem: Before rail managers can really buy the planning concept, they must sell another one.

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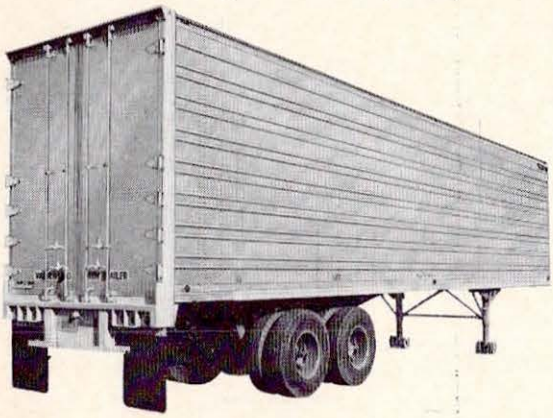

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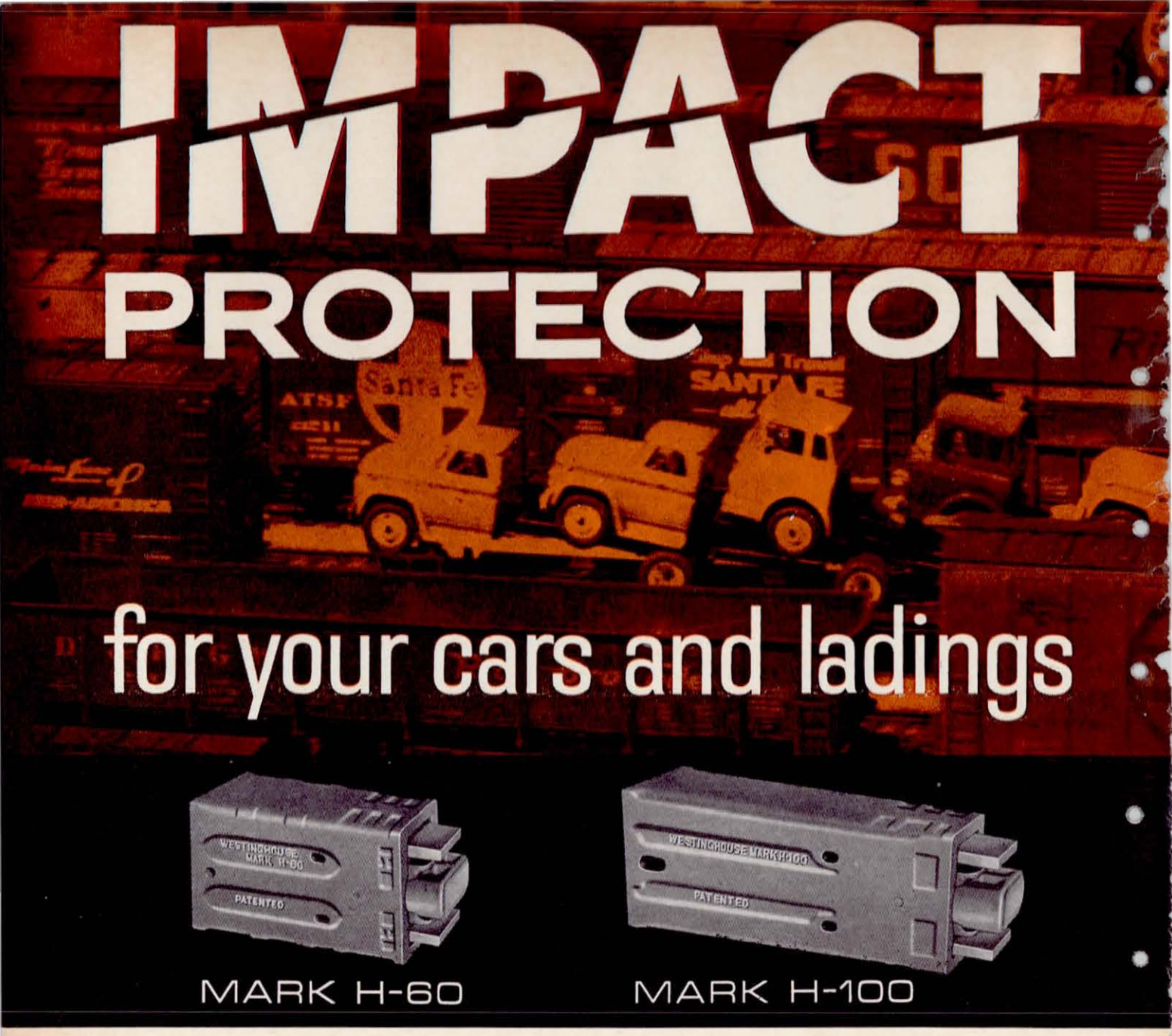

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WEEK AT A GLANCE

Two carbuilders reduce operations—permanently

When car ordering rebounds, there will be fewer sources of supply. The roster of manufacturers who would build general-service freight equipment for railroads went down by two last week as Evans Products and General American decided to drop from the field (see p. 40). M. A. Orloff, Evans chairman, announced that henceforth his firms' two car shops would build only specialty railway equipment and maintain the Evans lease fleet. General American, said Board Chairman T. M. Thompson, will hereafter build only new tank cars for its leasing operation; when other types of cars are needed for lease they will be built to GATX custom specifications by other carbuilders.

N&W net takes a dip in first quarter

Norfolk & Western reports a first-quarter '68 net income of $16.1 million, compared with $18.5 million in the corresponding '67 period. A combination of factors caused the decline, said President Herman H. Pevler. He cited rising labor and materials costs, a coal strike early in the year, and bad weather.

At long last: The date is set for Northerns' merger

The payoff for perserverance comes May 10 for Great Northern, Northern Pacific, Burlington and Spokane, Portland & Seattle. Unless something unforeseen intervenes, May 10 will be merger day for the companies which will make up Burlington Northern, Inc. It has been a rough road to unification. Since the original application was filed seven years ago, the roads involved first had to win reversal of an adverse decision from the ICC; then NP had to overcome the efforts of a dissident group of shareholders in a final vote taken on merger.

On April 19, the Commission turned the roads loose, authorizing consummation of the merger in fifteen days. Said the chief executives of GN, NP and CB&Q: "The Commission has taken a very significant and constructive step in the public interest."

PENN CENTRAL FIRST QUARTER EARNINGS

	1968	1967	% Increase
Penn Central Company . .	$13,388,000	$11,481,000	+16.6
Penn Central Railroad	$ 1,026,000	$ 896,000	+14.6
Non-railroad Income	$12,362,000	$10,585,000	+16.8

A good start for Penn Central

The Penn Central last week came out with its first earnings statement since its recent merger—and the report (see table) was a good one.

For the first quarter of this year, the nation's largest transportation company reported consolidated earnings of $13,388,000—an increase of 16.6% over the combined net income of $11,481,000 for the Pennsylvania and the New York Central in the same period last year.

Rail earnings amounted to $1,026,000, up 14.6% over the combined earnings of $896,000 reported by the two former roads last year.

Chairman Stuart T. Saunders said the showing was encouraging, particularly since the merger was in effect for only two of the three months of the quarter. He said the railroad was able to offset some of the effects of the New York dock strike, and strikes against Missouri Pacific and Seaboard Coast Line—and predicted '68 will be a better year than '67 for the merged roads.

C&NW and CGW have way cleared for consolidation

Things are looking up for a second major merger in western territory—Chicago & North Western plus Chicago Great Western. The two roads have now reached full agreement with Soo Line on protective conditions, and it is possible that C&NW and CGW will have a June meeting. Soo had been the principal objector to the merger, and had succeeded in getting the case remanded to the ICC early this year. North Western and Great Western then agreed to further conditions, which had been recommended by an examiner and rejected by the Commission. But Soo still objected and the agreement finally reached includes conditions which go beyond those proposed by the examiner.

GUS WELTY

LINES ON LABOR

WHEN PEOPLE TALK of inflexibility in management-labor relations, there's a certain tendency to talk in terms of the everlasting: inflexibility is a thing "which wert, and art, and evermore shalt be." Maybe, however, the assignment of immortality to inflexibility is just a bit premature. Louisville & Nashville, for one, seems determined to prove that change is possible—one way or another.

L&N, IN RECENT YEARS, has earned a reputation as an innovator. So it came as no surprise when L&N personnel people speedily arranged a talk session requested by officers of the Brotherhood of Locomotive Engineers. The subject did seem a bit strange: passenger service, specifically the "Humming Bird," which the road wants to discontinue. But the discussion ranged out from there, to considerations of passenger operations generally—and to considerations of management-labor flexibility.

THE TEXT, it might be said, was drawn from A. Scheffer Lang. The Federal Railroad Administrator was quoted this way: "The inflexibility of the Brotherhoods to change their thinking in keeping with the times and a matching inflexibility on the part of management have fed upon each other. Younger, more imaginative people in the industry —before they leave it—comment, to a man, on the inhibiting effect of existing labor agreements and attitudes of the brotherhoods. Unions, on the other hand, will say that they cannot get management to change. It isn't a question of being right or wrong. Both sides are saddled with institutional precedents that are inflexible and difficult to work with. There is a collective need for both sides to bootstrap themselves upwards."

IT REMAINS TO BE SEEN whether the L&N talks will be fruitful, so far as the instant topic—passenger service—is concerned. As one BLE officer put it, "We don't know whether we can do a heart transplant or conduct a post mortem." But precedent, as a general thing, seems to be on L&N's side: Personnel men can recall that at least three recent management-labor innovations "came out of meetings like this with employees." What would L&N like? More "open line" communication, with all crafts.

C&O/B&O will try new fare system

The affiliated Chesapeake & Ohio/Baltimore & Ohio last week announced what a spokesman called "one of the boldest efforts of any U.S. transportation company to modernize passenger pricing." Under a proposed new "Blue and Yellow" fare system, the railroad will reduce some fares and increase others, depending upon the category of service and the day of travel.

The highest fares, whether in coach or Pullman, will be no higher than the basic one-way charges of other railroads in the East, said David A. Watts, Jr., C&O/B&O director of passenger services. All fares will be rounded to the nearest 25 cents, thus eliminating small change; the penalty for cash fares on the train will be dropped. Applications for authority to institute the new system were filed last week with the Interstate Commerce Commission and regulatory agencies in the affected states.

Watts said the "Blue and Yellow" fares are patterned after Canadian National's "Red, White and Blue" fare system, which, he noted, "has been quite successful in stimulating rail travel in Canada."

Watts added: "The new fare system we are proposing should reduce C&O/B&O's large annual passenger deficit by somewhat over $1 million. We could use such a reduction, since last year C&O/B&O's direct passenger loss was $13 million."

From DOT, a plea for planning

Transportation Secretary Alan S. Boyd was the scheduled lecturer, the Brotherhood of Railroad Trainmen's conference on public transportation was his forum—and the future was his subject. Boyd, in essence, called for awareness, for planning, for innovation. He cited the urgency of the problem: "If the demand for transportation continues to expand at its present rate, we must double the capacity of the system in the next 13 years. It is a job of such dimensions that, to my knowledge, nobody has even estimated the cost, much less worked out a plan for achieving it." He also chided the industry for its occasional lapses. "There are still people in the transportation field who act as though dogma was a man's best friend. . . . There is still a tendency to fix blame instead of trying to fix whatever ails the system." But he wound up as an optimist: Transportation can be made better—and it will be.

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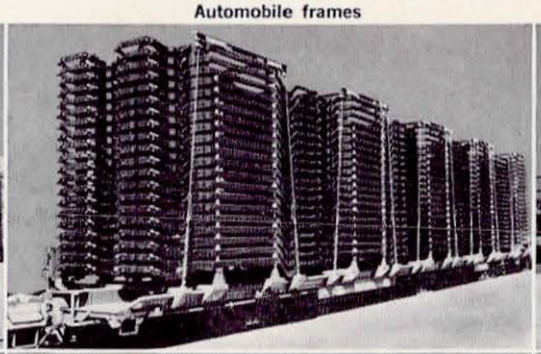

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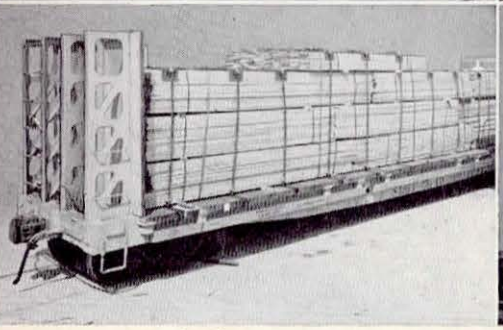

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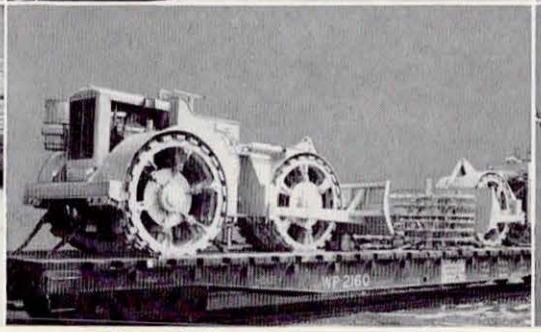

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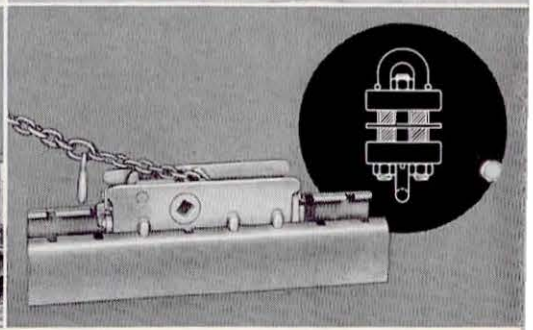

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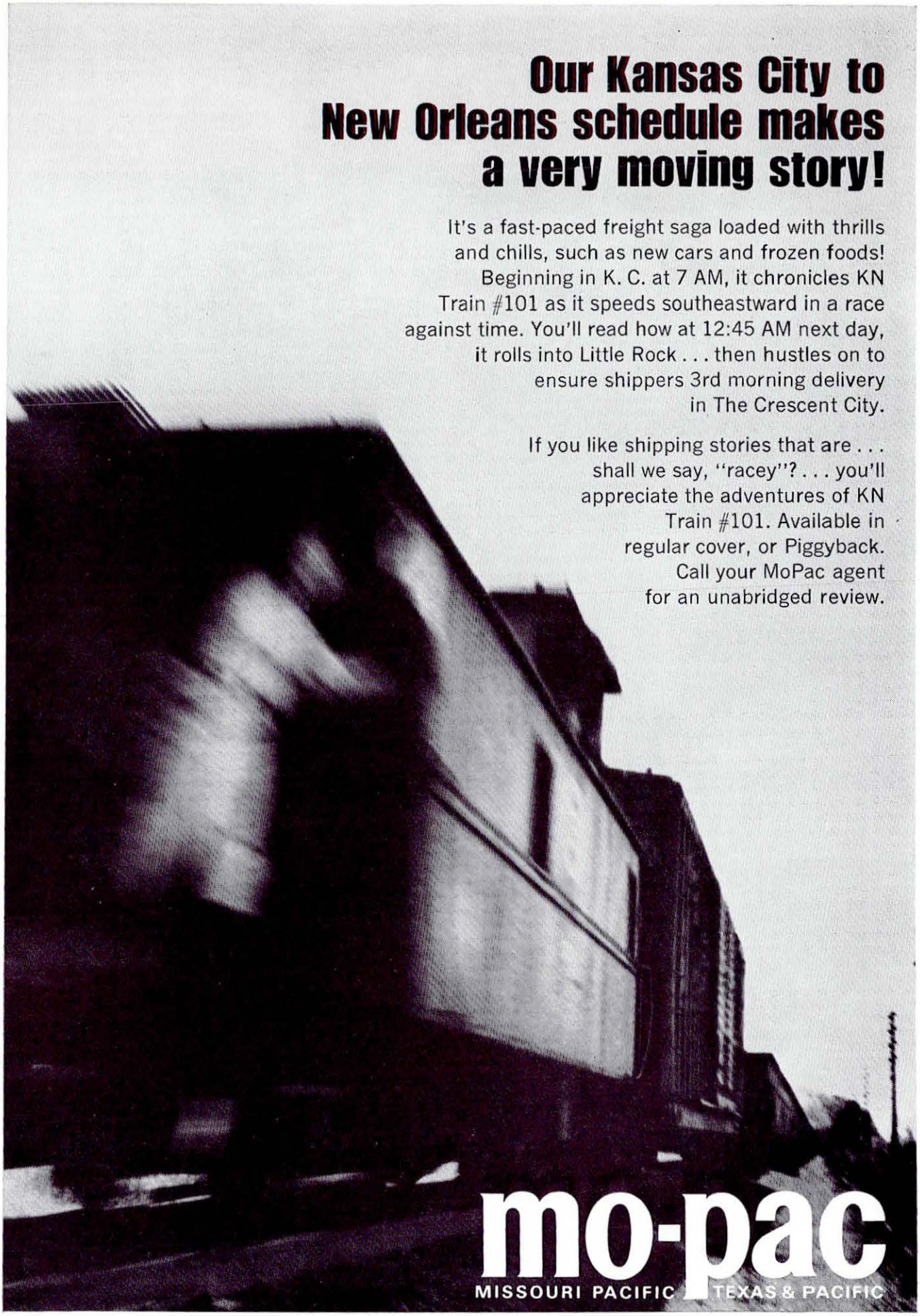

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How can steels that aren't used in this locomotive make it more efficient?

The efficiency story is in the cars behind it. They use USS COR-TEN High-Strength Low-Alloy Steel—up to 40% stronger than carbon steel—which permits construction with thinner, lighter plates to increase payload by several tons per car. Or, by using the same gages as with carbon steel, you can provide greatly increased strength, durability and service life with the same payload. These are the reasons why this special steel has been used in more than 400,000 freight cars.

You would probably find other members of the USS Family of High-Strength Low-Alloy Steels in certain car parts, each contributing

to efficient performance. USS TRI-TEN Steel has high strength and toughness, good fatigue resistance, and good welding and fabrication characteristics—all at relatively low cost. USS EX-TEN Steel is the biggest bargain of all in carbuilding material. Its strength-to-cost ratio allows designers to trim both weight and cost through the use of thinner sections.

Any of these special steels will increase the durability and efficiency of the next freight cars you buy or lease. For more information, write United States Steel, P.O. Box 86 (USS 5261), Pittsburgh, Pennsylvania 15230.

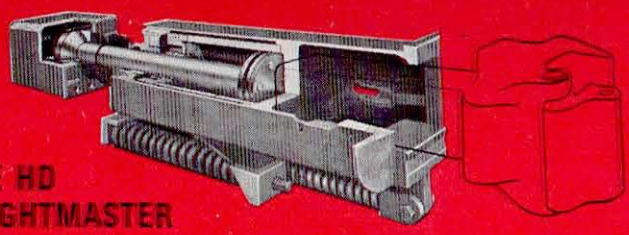
USS, COR-TEN, TRI-TEN, and EX-TEN are registered trademarks.

USS United States Steel

J. T. O'LEARY, TRAFFIC MANAGER
The Harshaw Chemical Company

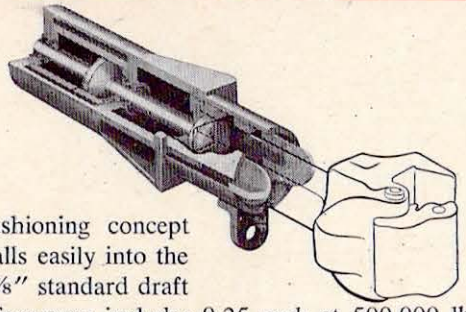
"The chemical industry is moving forward at a fast pace with new products being transported to all sections of the country. These products in many cases require specialized equipment, some of which is furnished by the carriers and some by shippers.

"In order to do the best possible job in our office, we rely on Railway Age for information regarding new equipment and new methods of handling. An exchange of ideas is very helpful and this magazine is a good means of communication."



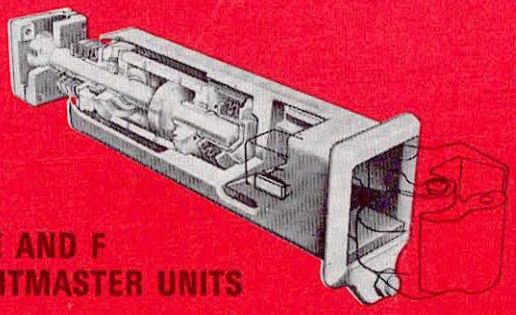
TYPE HD FREIGHTMASTER

Superior cushioning capacity unit provides 15″ hydraulic stroke in each end of the car. Test results under AAR type conditions resulted in 13 mph at 500,000 lb coupler force . . . 14 mph at 570,000 lb coupler force in squeeze. No other system can match this performance without adding thousands of extra pounds to a car weight. Available for both E and F type couplers.



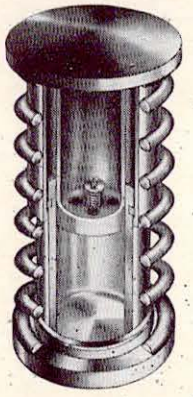
TYPE SP-E FREIGHTMASTER

Proven end-of-car cushioning concept with 7″ of travel. Installs easily into the space required for 24⅝″ standard draft gear. Outstanding performance includes 9.25 mph at 500,000 lb coupler force and a speed of 12.82 mph for 1,250,000 lb coupler force in the squeeze test.



TYPE E AND F FREIGHTMASTER UNITS

Modern end-of-car hydraulic cushioning started with these highly efficient FreightMaster units — over 25,000 car sets are now paying off by helping protect cars and cargo for over 50 progressive railroads and private car lines.



And then there's . . . **FREIGHTMASTER'S**

SWAY ARRESTOR

An efficient, low cost solution to help you whip excessive freight car sway and wheel lift in long, heavy or high center of gravity cars. Breaks up harmful harmonic action caused by track or other conditions. Fast, simple installation.

Our New Concept cushioning units broaden our capability, extend your profitability

Now there's a more complete line of FreightMaster Hydraulic Cushioning Devices to help you take better care of fragile freight and car components. Whether you're planning to upgrade or start a new car program, we believe you'll find one of FreightMaster's New Concepts the better answer to better protection.

For complete details on how FreightMaster can help you meet today's high capacity railroading requirements, just contact your FreightMaster Sales Engineer or write us directly. Either way you'll be on the right track.

FreightMaster®

A DIVISION OF HALLIBURTON SERVICES

NEW CONCEPTS OF INCREASED PROTECTION FOR CARS AND CARGO THROUGH RESEARCH

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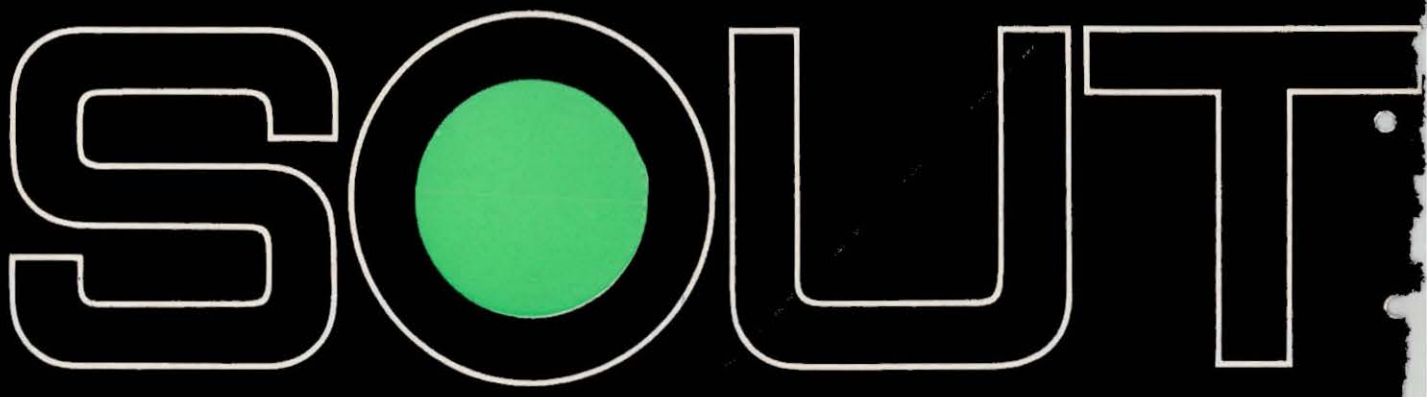
In Canada: Hawker Siddeley Canada Ltd., Montreal
In Mexico: Materiales y Servicios Ferroviarios, S. A., Marconi Numero 2-37, Mexico 1, D. F.

MEMBER RPI RAILWAY PROGRESS INSTITUTE



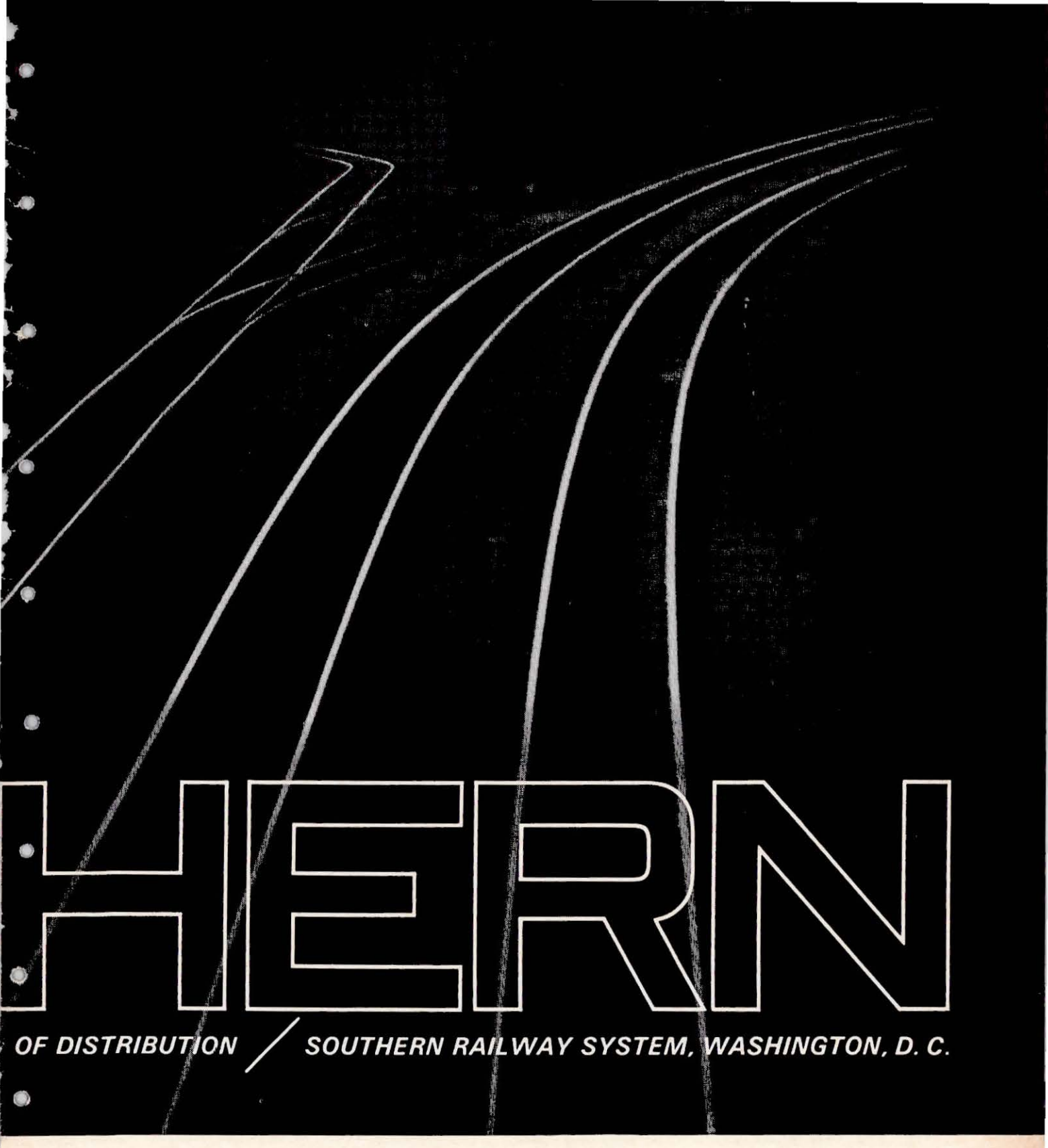
GIVES A GREEN LIGHT TO INNOVATIONS THAT SQUEEZE THE WASTE OUT

How fast can we locate a car on our 10,400-mile railroad?

Would you believe 2 seconds?

Let's say you're a Southern Railway customer who wants to know the whereabouts of your freight. So you can gear production schedules to rail delivery of raw materials, or reduce warehousing and handling costs through close coordination of en route shipments.

Through our Direct Inquiry Service—which employs the largest centralized computer complex in the railroad industry—you simply contact our computer and give it the identification number of the car



carrying your freight. In less than two seconds, the computer will start printing your reply, giving you all the information needed to pinpoint the location of the car on our System.

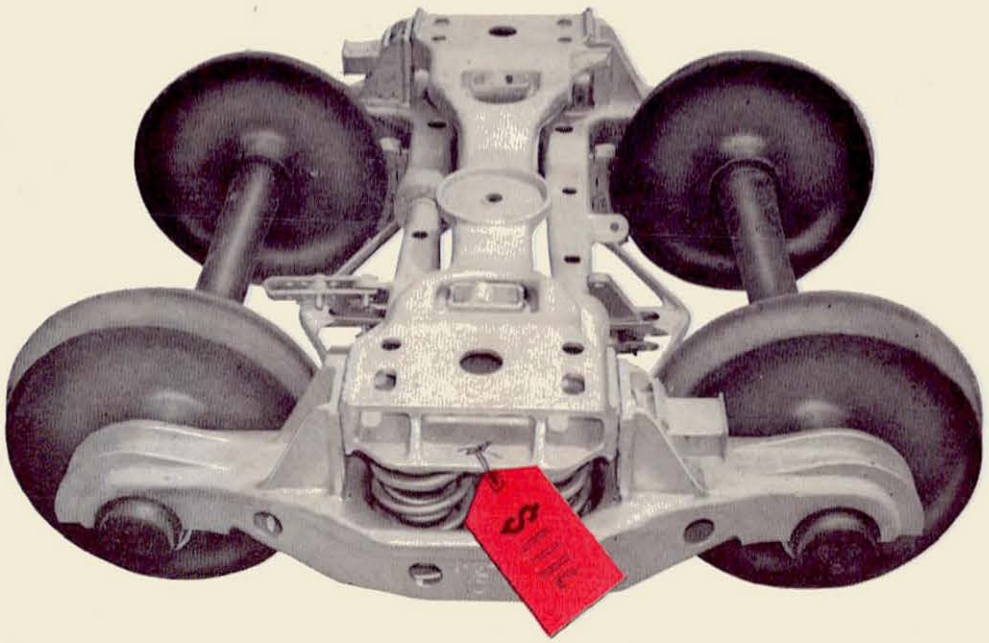
This service is available 24 hours a day, 7 days a week and is answering customer queries on some 12,000 cars a day. It is one of a host of Southern Railway innovations benefiting shippers and consumers by squeezing the waste out of distribution.

Attacking waste in distribution today has pushed Southern's planning and thinking far beyond the mere mechanics of mass transportation. Our job is to find realistic, profit-building, money-saving answers to your problems and costs, *wherever they may lie in the overall distribution complex*. We have the will and the wherewithal to do that job well. Let us help you squeeze the waste out of *your* distribution. Write or call W. V. Burke, Vice President—Sales, Southern Railway System, P. O. Box 1808, Washington, D.C. 20013; telephone 202/628-4460.

SOUTHERN RAILWAY SR SERVES THE SOUTH

LOOK AHEAD-LOOK SOUTH

Circle 12 on coupon page 75



This is the **premium** truck– the Rockwell Express Truck

Of course it costs more — the best always does.

But value, not price, is the measure of a good buy.

This truck brings a quality of ride performance never before experienced in freight car service — the kind of performance that protects lading and car equipment.

And here's the real bonus — along with the premium ride comes the lowest truck maintenance costs in the industry.

Doesn't your premium freight deserve the premium truck — the Rockwell Express Truck?

Call or write for details.

Rockwell
MANUFACTURING COMPANY
LFM-ATCHISON DIVISION • Atchison, Kansas 66002
P.O. Box 188 • Phone: (AC 913) 367-2121

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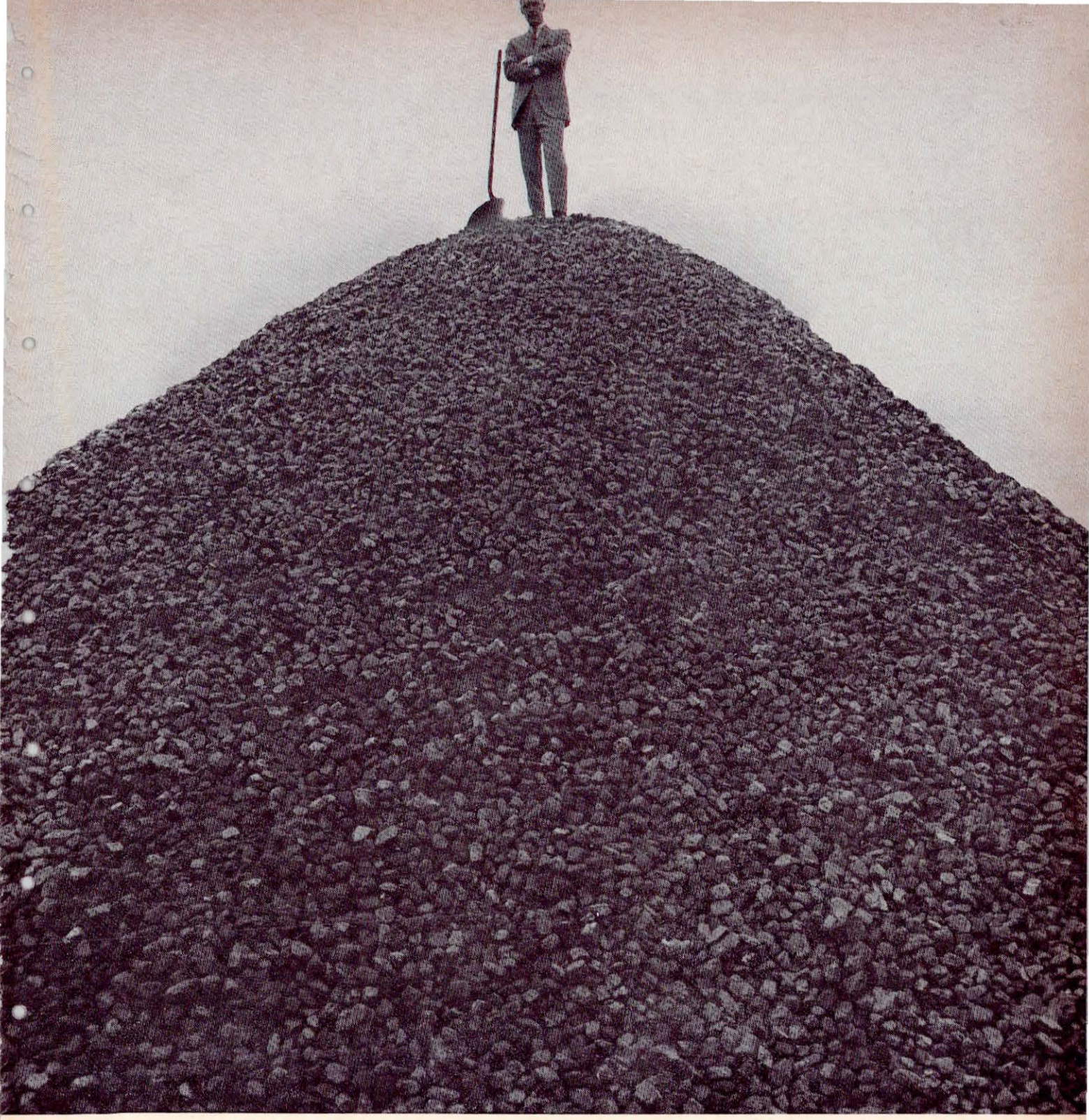


Metal Products Department, The Dow Chemical Company, Midland, Michigan 48640.

Convert 900 tons of dead weight into payload.

Our brochure describes a new concept of aluminum integral train planning which can result in increased payloads, smoother schedules and long-term contracts with your big coal customers. It's worth reading. Write for it.

DOW

Circle 14 on coupon page 75

We'll move your mountain.

Maybe you have a project that looks as big as a mountain. And you just can't seem to make it move.

Or maybe your Mt. Everest happens to be an expanded distribution program. So complex it seems to defy any kind of schedule.

Reading's ready to tackle it. The more unusual the problem, the more we're interested.

Talk it over with your Reading representative. His business is solutions. And he's got a powerful partner in TRACE, Reading's new communications system. It will provide you with instant information on rates, capacities, schedules, equipment and warehousing.

Of course, to climb any mountain you have to take that first step. Call your Reading Representative.

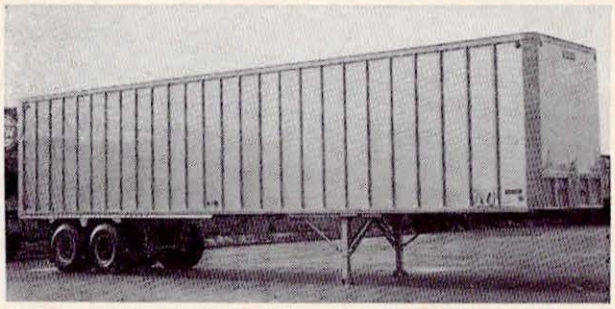
Reading lines

READING RAILROAD

On-time-delivery is our #1 concern

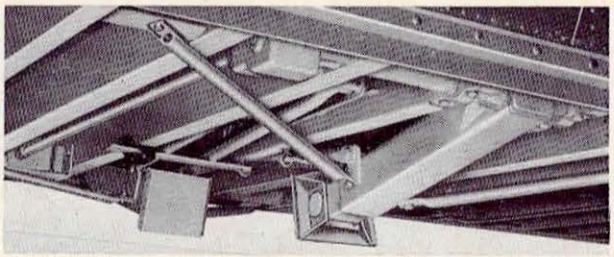
Circle 15 on coupon page 75

For transportation savings, **YOU CAN'T BEAT THE FRUEHAUF FLEXI-VAN SYSTEM...**



1. When a Fruehauf Flexi-Van Container arrives at the rail siding, it looks exactly like an over-the-road trailer.

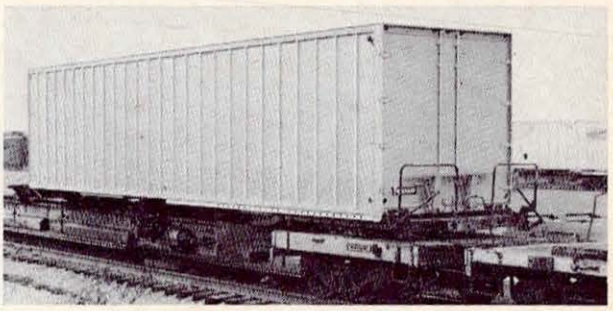
2. In preparation for loading on the Flexi Quad Railcar* the ICC bumper swings up out of the way.



3. Supports fold to the center between crossmembers, out of the way for loading, traveling and unloading.

4. Special yard tractor maneuvers container onto Flexi Quad Railcar's turntable. Leaving bogie where it stands . .

5. . . . the tractor then swings the container parallel to the car. A transfer piston gives a final nudge . . .



6. . . . and the Fruehauf Flexi-Van Container is loaded, locked in place and ready to roll.

Fruehauf coordinates road and rail transport with fast, efficient, Flexi-Van Container system!

Fruehauf's Flexi-Van Container system is designed for smooth, efficient, economical coordination of road and rail transport, is adaptable to sea and air shipments, as well. Individual Flexi-Van Containers can be side-loaded onto specially-built Flexi Quad Railcars and unloaded without the need for cumbersome, expensive lifting equipment. Your Fruehauf representative will explain the principles and economies of the highly developed Flexi-Van Container system in detail. Or write to **Fruehauf Division, Fruehauf Corporation, 10942 Harper Avenue, Detroit, Michigan 48232.**

*Product of Magor Railcar Division, Fruehauf Corporation

FRUEHAUF CONTAINERS
Warehousing in Motion

A Fruehauf means more . . . more when you buy or lease it . . . use it . . . trade it!

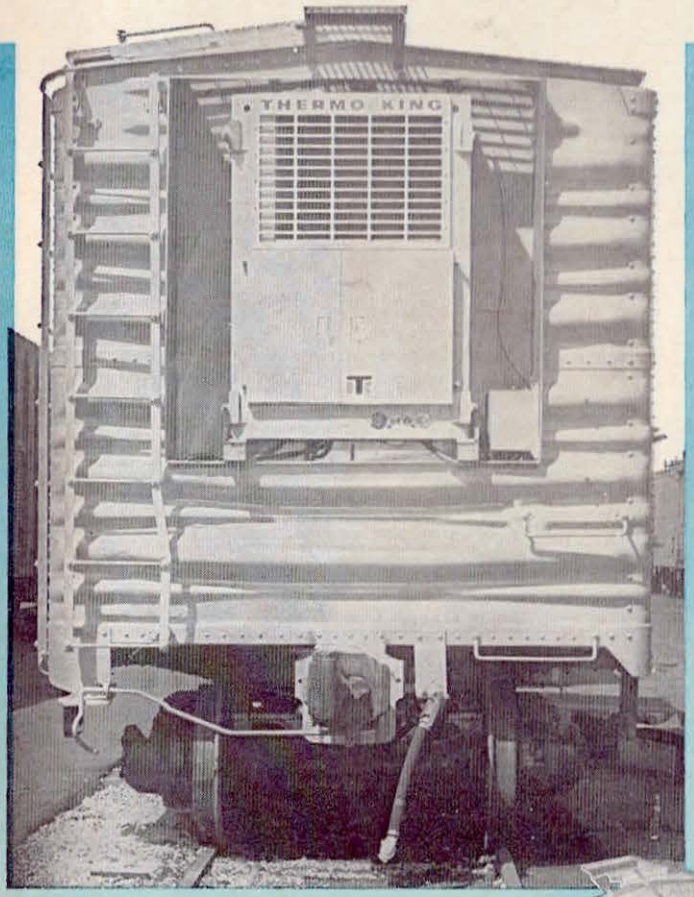
U. S. Seaport Service Branches: Baltimore • Boston • Houston • Jacksonville • Kearny, N.J. • Los Angeles • Maspeth, Long Island • Miami • New Orleans • Norfolk • Philadelphia • Portland, Ore. • San Francisco • Seattle • Tampa • Complete container service facilities are also located at many inland Fruehauf Branches in the United States and Canada—as well as overseas.

Circle 16 on coupon page 75

Circle 17 on coupon page 75

THERMORATED*

THERMO KING Model NWD INCREASES PAYLOAD SPACE 15% IN ICE BUNKER CAR CONVERSION



- Increases interior length from 33′ to 38′ to add 274 extra cubic feet in 40′ ice cars.
- A one-piece factory-tested unit, ready to run when shipped.
- Unit is simple to install and easy to service.
- Powered by rugged, dependable Mercedes-Benz diesel.
- Offers full range temperature control from −20°F. to 80°F.
- All components specially built for roughest transport conditions.
- Electric power standby option is available.
- A super capacity system that will easily handle 50′ cars as well.

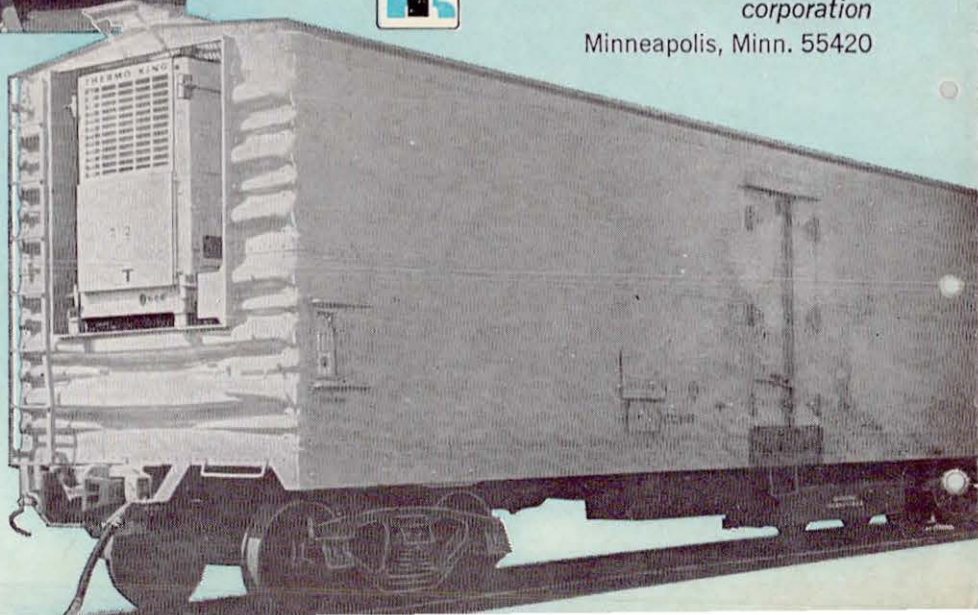
Up front mounting of NWD system offers operational advantages. Condenser is cooled by unobstructed flow of clean air. Unit occupies no floor space, and only a few feet of cargo space. It is economical to operate under all types of transport conditions.

World Leader in Transport Refrigeration

THERMO KING
corporation
Minneapolis, Minn. 55420

Only THERMO KINGS are
*** THERMORATED**

- **VERIFIED PERFORMANCE**—Rated capacity with assured reliability
- **JOB ENGINEERED**—Developed for a specific requirement
- **TOTALLY "BUILT-FOR-TRANSPORT"**—Custom components with rugged durability
- **SERVICE/PARTS PROTECTION**—Factory authorized dealers everywhere



If you're going to make a big capital investment, shouldn't you buy the very best?

Ours is.

PACECO Transtainers® outperform any competitor's piggyback loader. They've got to! As the world's leading designer and manufacturer of container and piggyback handling cranes, we're not about to let our competition outperform us. The "express" model above, one of two operating in B&O/C&O's Chicago piggyback yard, loads in approximately 90 seconds, straddles two roadways and two railroad tracks at a time, saves turning space through right angle wheel movement. For more specifics, give us a call or write for our Advanced Systems Brochure. Our materials handling engineers are available for consultation.

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PACECO equipment is also built by the following: **Canada**—PACECO-CANADA, LIMITED **Europe**—PACECO-VICKERS LIMITED
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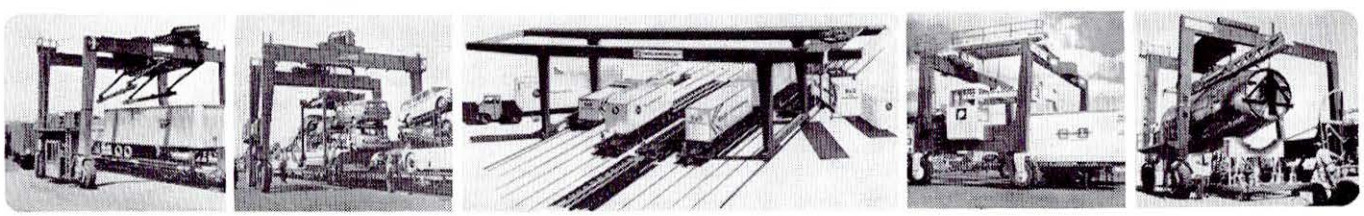
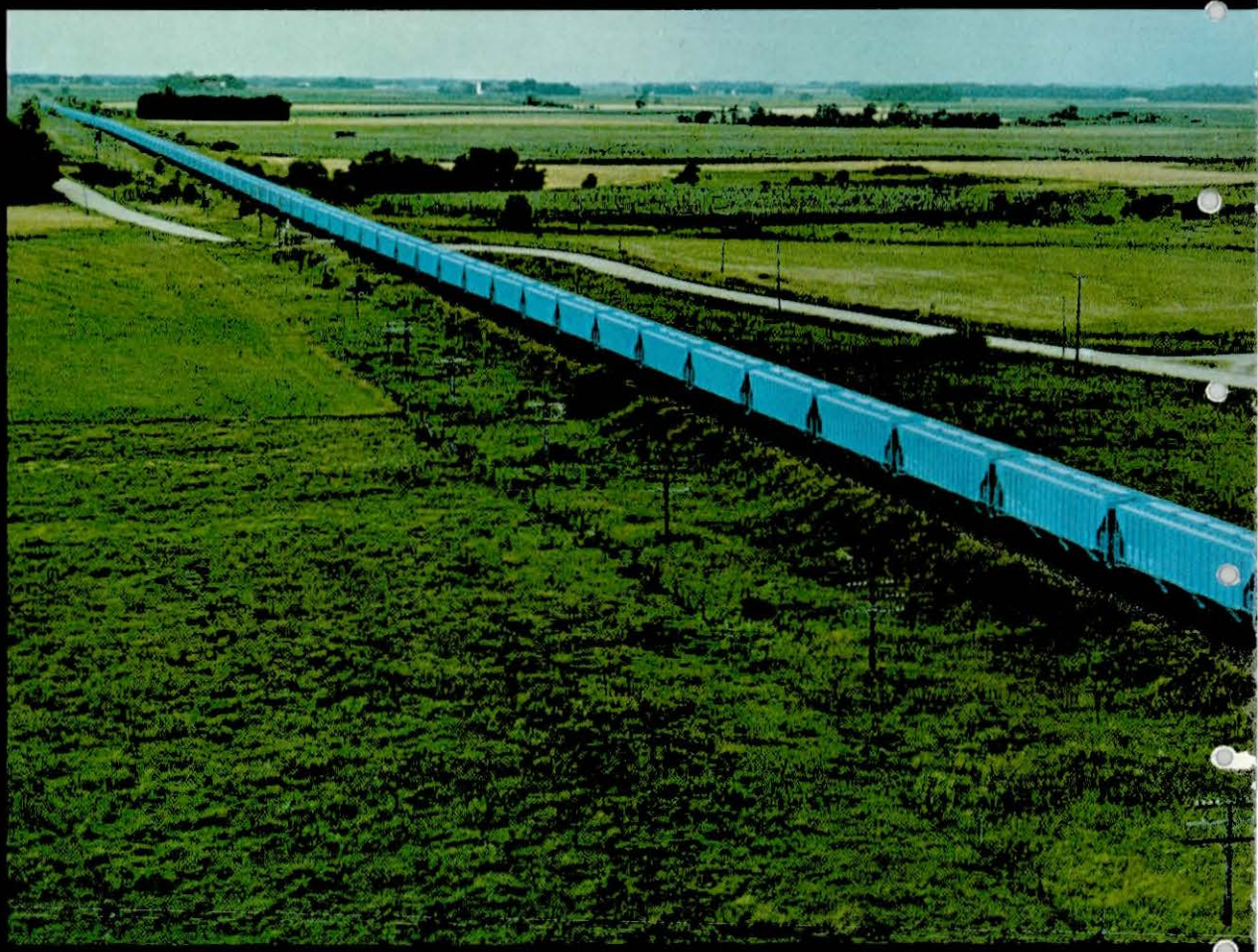


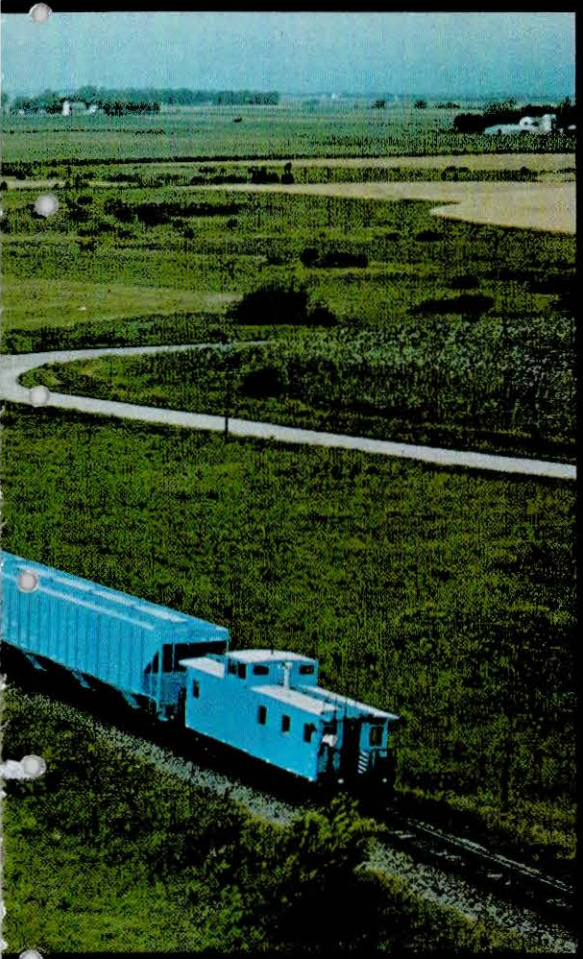
Rubber Tired and Rail Mounted PACECO Transtainers
Circle 18 on coupon Page 75

Circle 19 on coupon Page 75 ►



Every one of these covered hoppers is exactly the same.

Except one cost us $128,432.78.



That's many times what the production model costs you.

But, it takes a lot to come up with the single right answer like the versatile Pullman-Standard covered hopper car.

It takes an alert Industrial Marketing Department studying your problems, and your customers' problems.

That's only the beginning.

It takes imaginative Research and Engineering to come up with a solution. Experienced specialists to produce it. And trained Sales and Service engineers to follow through.

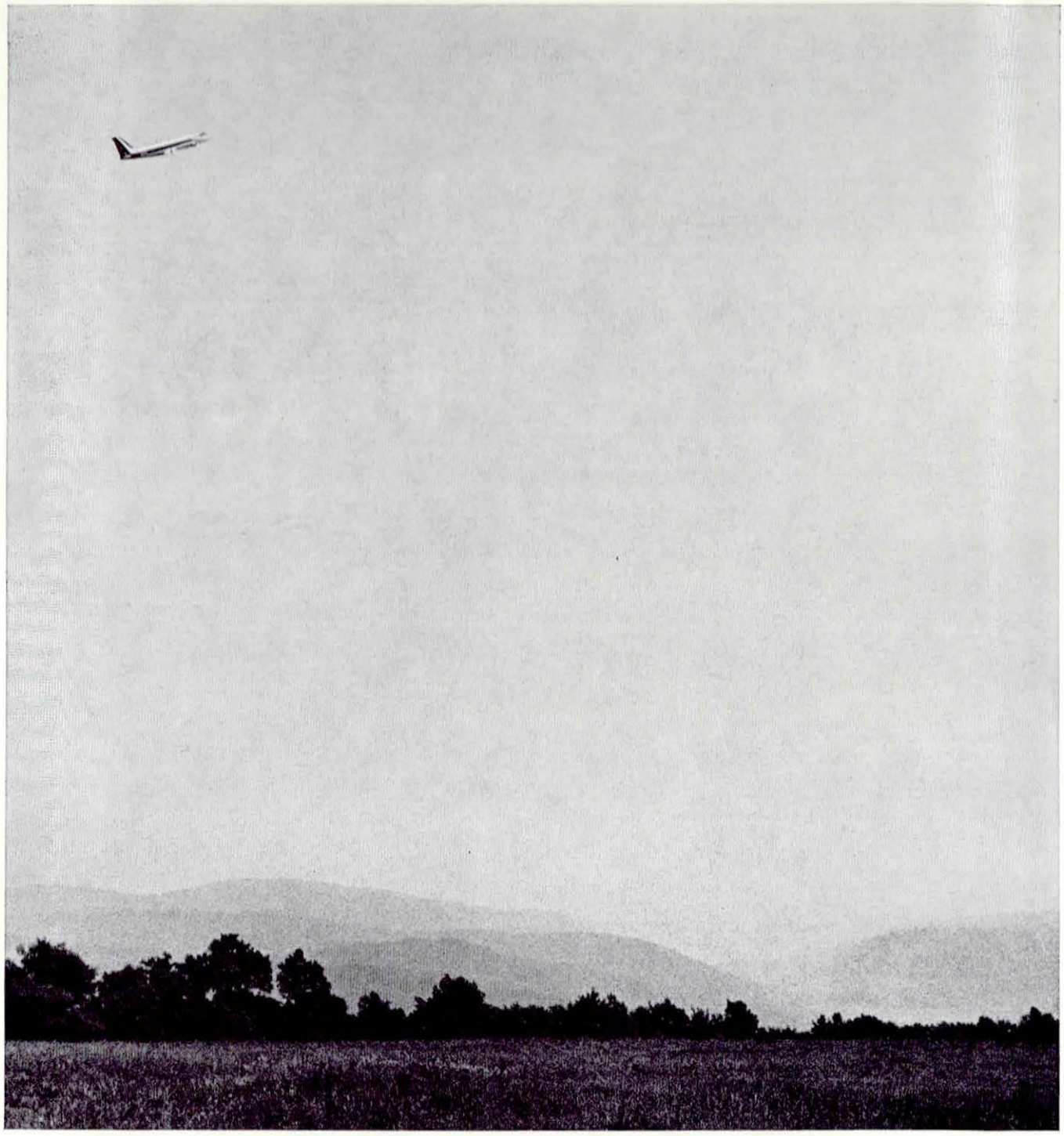
How do you protect your investment in railroading's future?

Work with someone like Pullman-Standard, who's invested, too.

Of course, there isn't any one else like Pullman-Standard.

Pullman-Standard
WORLD'S LARGEST RAIL CAR MAKER
200 South Michigan Avenue, Chicago, Illinois 60604

A Division of **Pullman Incorporated**



Fly the Burlington Railroad to the land of beautiful plant sites.

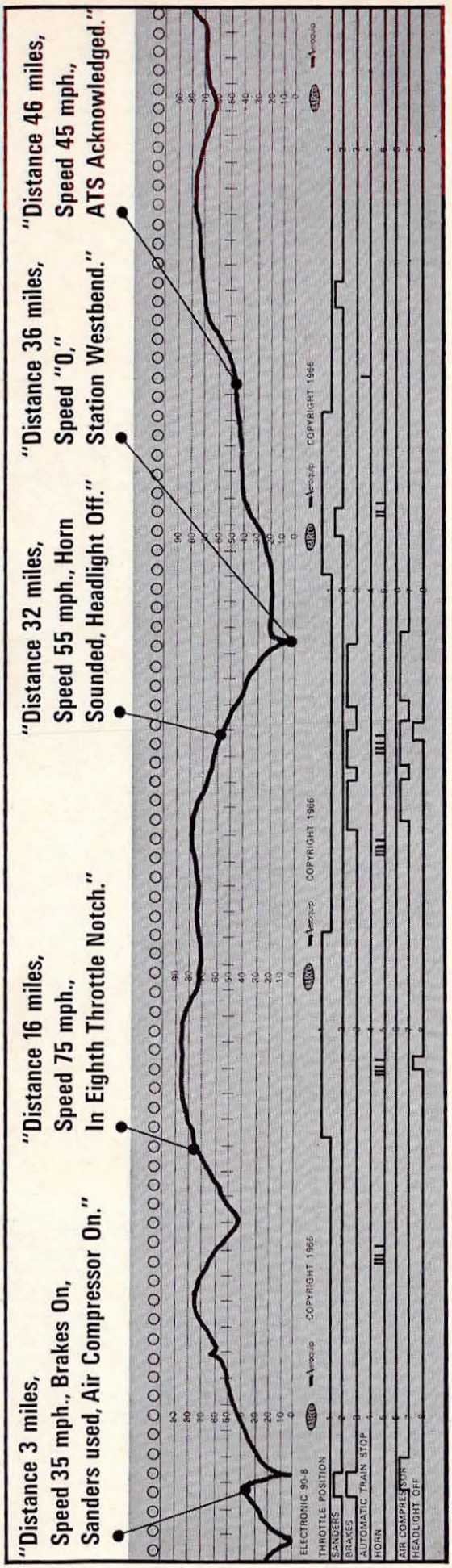
Our Director of Industrial Development will take you or your executive committee there in Burlington's fast Gulfstream. Call him. He'll fly you over a lot of choice acreage. If you're interested in any, he'll land nearby for a good, ground-floor look. With our plane, you can see nine or ten plant sites a day.

We'll provide you with information on raw materials, labor supply, traffic connections to your market, and any other information you might need.

This industrial development service is a good example of how far we go to serve our customers. With high-flying ideas. With revolutionary ideas.

We'll do anything. Even make a railroad fly. **Burlington**

We run a revolution not a railroad.


"Distance 3 miles, Speed 35 mph., Brakes On, Sanders used, Air Compressor On."
"Distance 16 miles, Speed 75 mph., In Eighth Throttle Notch."
"Distance 32 miles, Speed 55 mph., Horn Sounded, Headlight Off."
"Distance 36 miles, Speed "0," Station Westbend."
"Distance 46 miles, Speed 45 mph., ATS Acknowledged."
ELECTRONIC 90-8
THROTTLE POSITION
SANDERS
BRAKES
AUTOMATIC TRAIN STOP
HORN
AIR COMPRESSOR
HEADLIGHT OFF
COPYRIGHT 1966

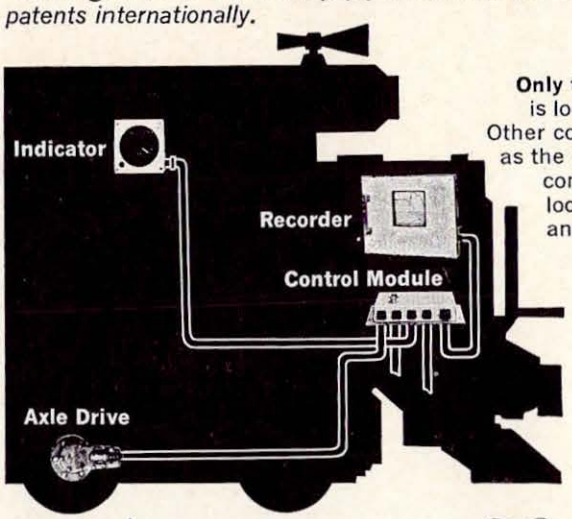
Barco speed information system indicates speeds and records up to eight other events.

Barco's completely integrated Speed Information System precisely indicates and/or records speed. It also records up to eight additional events, such as application of brakes, blowing horn—or any other event that can be represented by an on-off electrical signal. This enables you to measure and analyze locomotive operation and provides critical information for your legal and operating departments.

The Barco Speed Information System is available in two basic options. (SIS I) *The complete system* with speed indicator and recorder (including module, axle drive and interconnecting cables); (SIS II) *Speed indicator,* control module (with circuitry for addition of recorder if desired later), axle drive and interconnecting cables.

The Barco SIS precision speed indicator has an analog dial and is available in two meter sizes. The Barco SIS recorder is available in two options: (1) speed only, (2) speed and up to 8 events. It is highly accurate and may be installed anywhere in the locomotive. Its heavy cast aluminum case supports the shock-mounted, swing-out chassis. This swing-out feature makes it easy to install new tape or remove the used-up portion of the tape.

For complete information, call your Barco representative. Or write for Catalog 1112, Aeroquip Corporation, Barco Division, 500 Hough Street, Barrington, Illinois. *Aeroquip products are protected by patents internationally.*



Only the SIS indicator is located in the cab. Other components, such as the recorder and the control module, are located out of sight and out of the way.

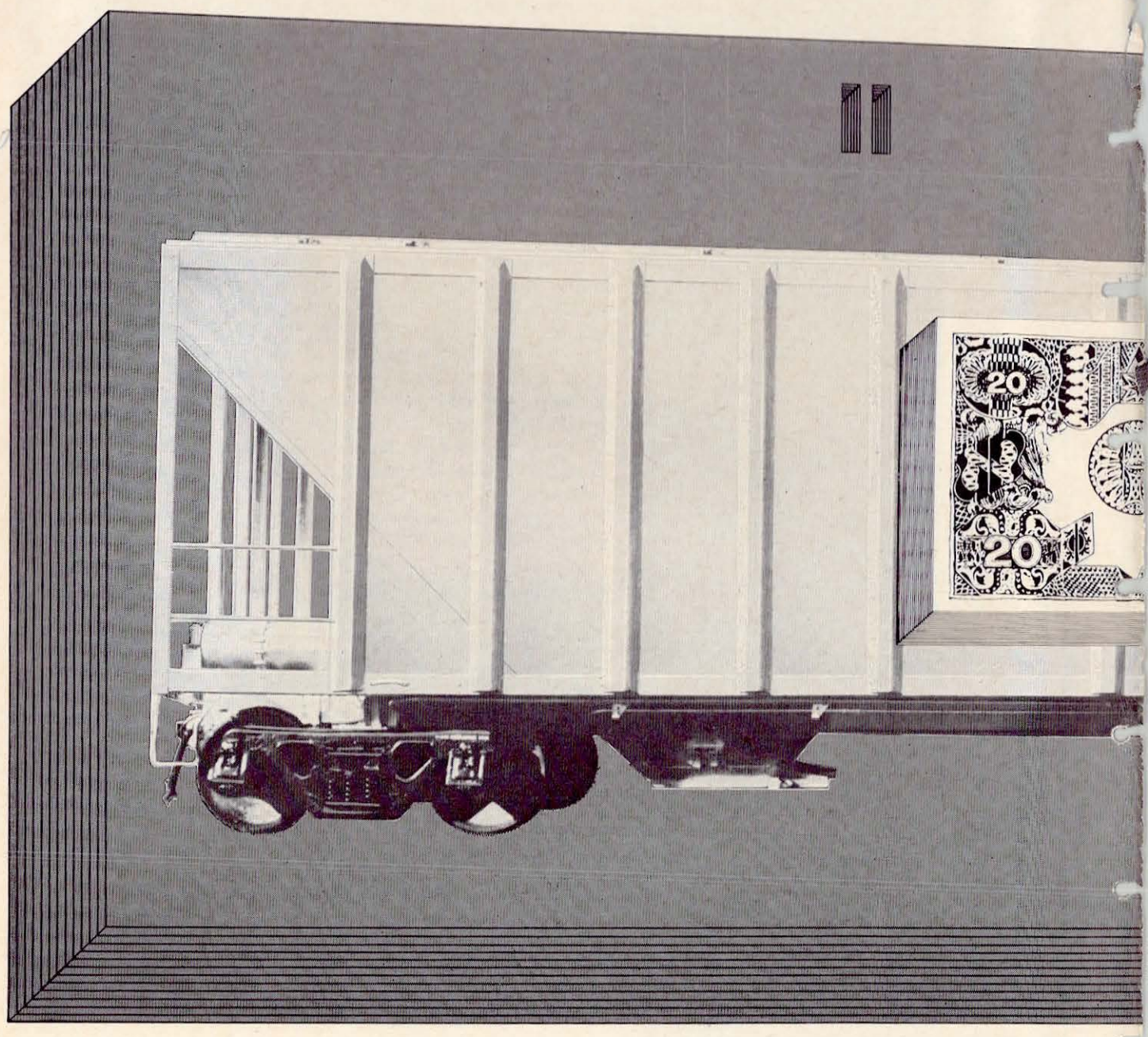
Aeroquip
BARCO DIVISION
BARCO
SIS

Circle 21 on coupon Page 75

If you think your cars cost less than aluminum cars, have a computerized cash-flow analysis on us.

Change for the better with
Alcoa® Aluminum

ALCOA



Alcoa's present worth cash-flow analysis is an accurate and objective method of evaluating your investment in hoppers, gondolas and other cars. More important, it gives you greater insight into a car's lifetime profit picture. Before you buy another car, find out how many of your profit dollars will be affected by: lading capacity, accelerated depreciation, investment credit, residual car value, body maintenance, tare weight and motive power costs, right-of-way maintenance, per diem revenue and other factors. There's more to consider than first cost. Learn the long-term truth about freight-car investment.

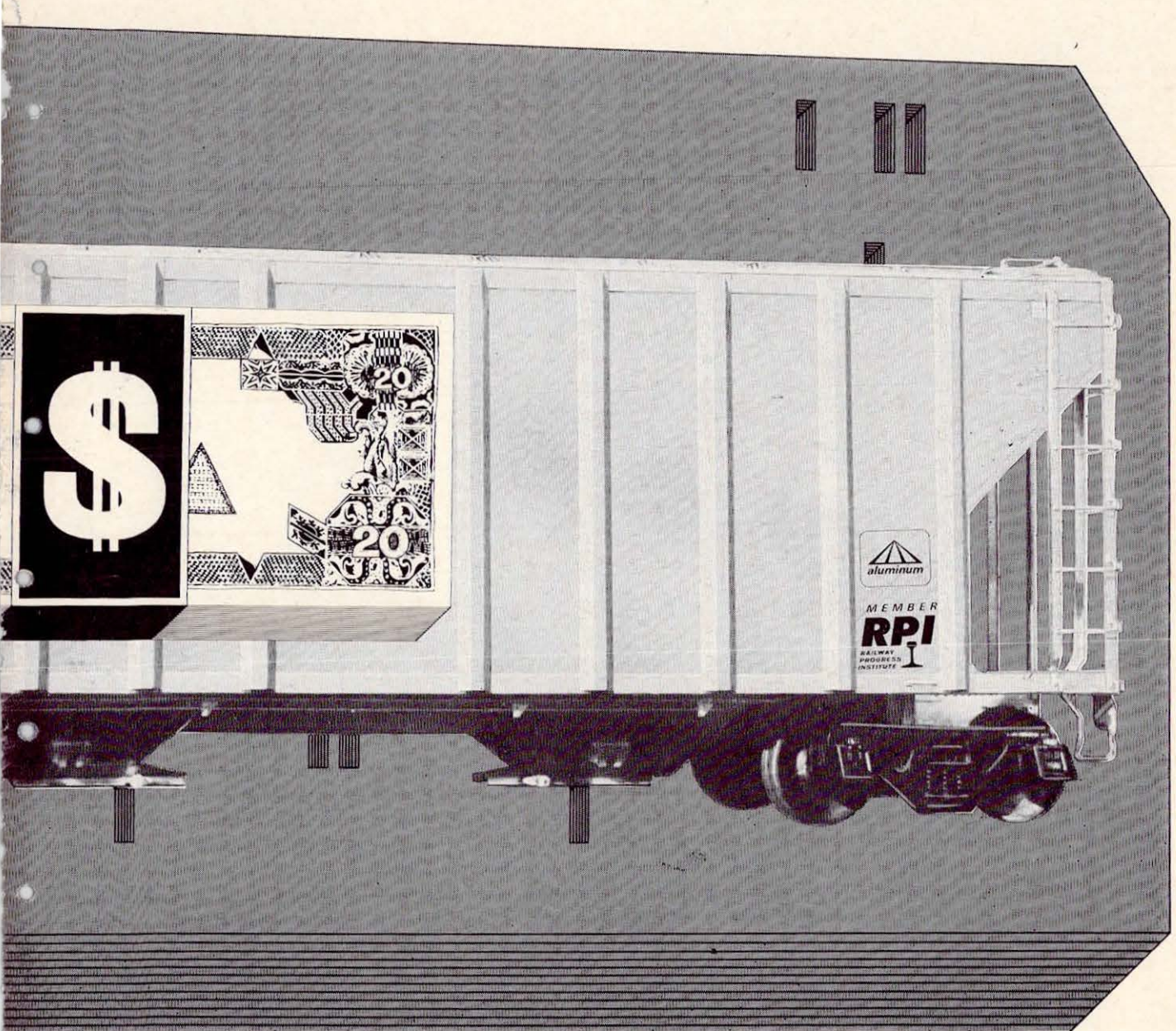
Aluminum Company of America
1710-D Alcoa Building
Pittsburgh, Pa. 15219

Send me further information about
☐ Alcoa's computerized present worth cash-flow analysis for aluminum cars.

Name_____

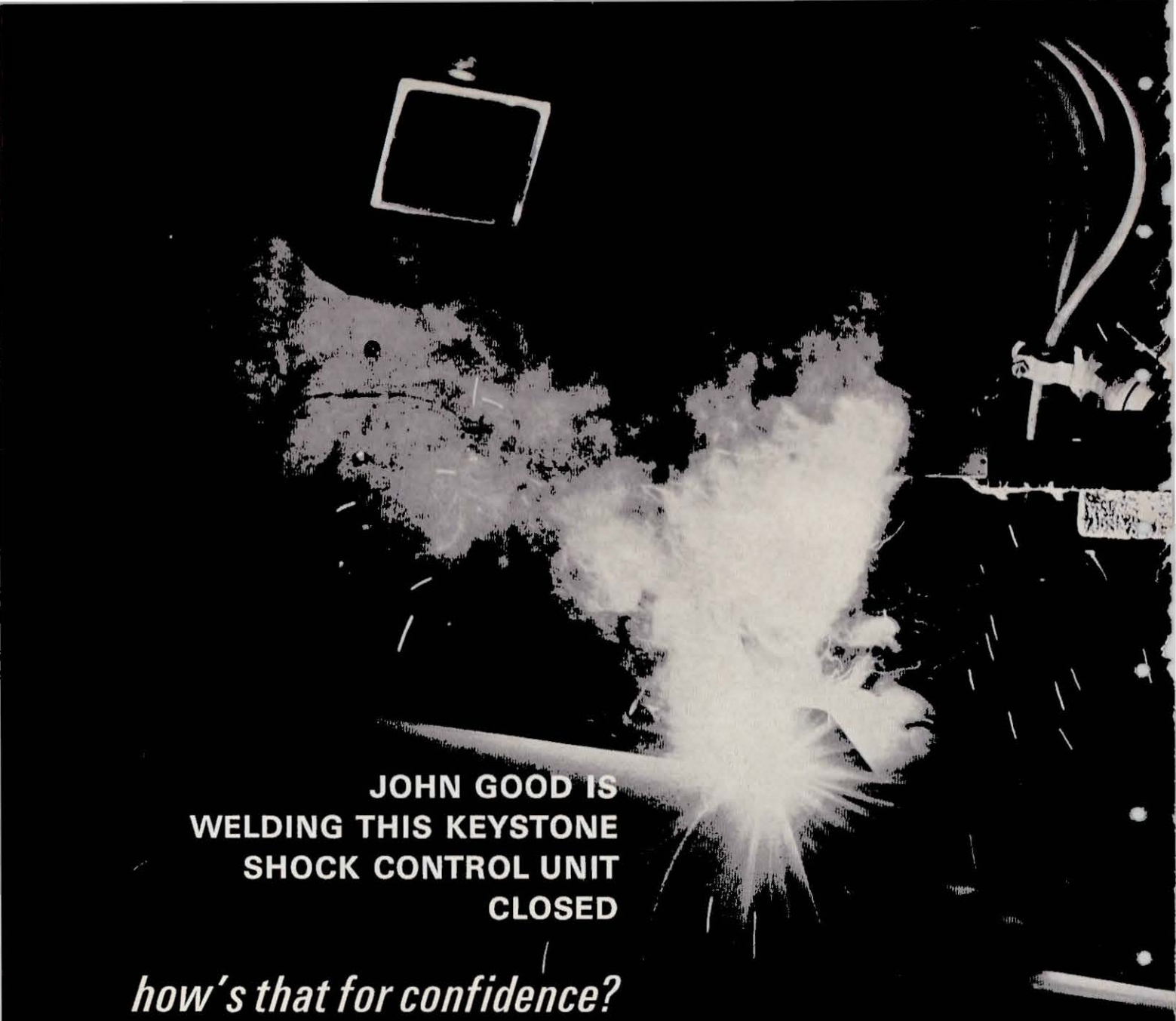
Address_____

City_____ State_____ Zip_____



Circle 22 on coupon page 75

Circle 23 on coupon page 75 ►



JOHN GOOD IS WELDING THIS KEYSTONE SHOCK CONTROL UNIT CLOSED

how's that for confidence?

KEYSTONE SHOCK CONTROL units are welded *closed* because it's not necessary to open them during a lifetime of normal service.

What's inside? Just one moving part—the integral rod and piston—the key to KEYSTONE SHOCK CONTROL'S superior performance and reliability. One more reason why your cars should be equipped with KEYSTONE SHOCK CONTROL.

KEYSTONE RAILWAY EQUIPMENT COMPANY

General Offices: 310 S. Michigan Avenue • Chicago, Illinois 60604
Manufacturing: Camp Hill, Pennsylvania 17011

Sales Offices: San Francisco, California • Chicago, Illinois • St. Paul, Minnesota • St. Louis, Missouri • Omaha, Nebraska • New York, New York • Philadelphia, Pennsylvania • Springfield, Virginia • Montreal, Quebec, Canada • Mexico, D. F.

Subpoenas issued in RI merger case

Five brokerage houses have been called upon by an ICC examiner to identify beneficial owners of stock held by those brokers in railroads involved in the controversial Rock Island merger case. The call came from Examiner Nathan Klitenic, who is presiding at the present series of Washington hearings in the case.

To get the information he wants, Examiner Klitenic had five subpoenas issued. They were served on officers of Hold & Co. of Washington, and of these New York firms: Cudd & Co.; Siegler & Co.; Brown Brothers, Harriman & Co.; and Merrill Lynch, Pierce, Fenner & Smith. The subpoenas call for disclosure of each beneficial owner of 1,000 or more shares of UP, SP, Santa Fe, North Western and Rio Grande stock held by the five brokerage houses. They also demand for each of those roads records showing the number of shares of stock voted by each of the brokerage houses—and records showing beneficial owners of 5,000 or more shares of such stock.

The brokerage house officers are required to appear with the records called for at a June 10 session of the Washington hearing. The examiner said action calling for the records was "predicated entirely upon my own conclusion as to the evidence necessary to a determination of the issues involved in these proceedings."

That seems to mean that the Commission is not yet involved. This so-called "street-name" situation, however, is a matter on which the Commission took some action last December. It issued through its Bureau of Accounts a notice calling for more ownership information from railroads and other carriers it regulates.

The carrier reports for '67 are subject to the new requirements which include provisions for indicating actual brokerage house holdings of the securities listed under Cede & Co. registration. As the Commission's announcement explained, Cede & Co. represents an operation established by the New York Stock Exchange in 1966 to simplify settlements of daily transactions between its brokerage house members. One of the results, the Commission said, was that several railroads listed Cede among the largest stockholders, "even though Cede cannot vote the securities registered in its name." ■

LUTHER MILLER

AS THE EDITOR SEES IT

PASSENGERS: SHOULD SHIPPERS CARE?—This issue of Railway Age—like all freight-traffic issues—is being mailed to 10,000 shippers as well as to our regular subscription list. If response to the April Traffic Poll is any indication, the articles on car supply (and what railroads are trying to do to improve it) should prove to be of especial interest to our shipper readers. Shippers may also want to take a close look, and then a second look, at another major story in this issue—on passenger service.

THIS ONE DOES—We asked one shipper if he had found Examiner John S. Messer's proposed report on a National Rail Passenger System (p. 48) to be of more than passing interest; he allowed that he had. "Any report of a passenger train that's losing $4 million a year interests me," he said, "because I assume the loss is being reflected in my own freight charges. And I can't help wondering how many new freight cars $4 million would buy. About 200 real fancy jobs, I figure."

WHO PAYS?—Our own advice, to all concerned, is to avoid any hasty conclusions about Messer's recommendations. They deserve the most careful study. For one thing, he shows a rather deeper appreciation of the railroads' problems than many of the initial press reports indicated. But in proposing a system in which passenger trains would have to be included without regard to their effect on interstate commerce (i.e., freight service) and without regard for the losses incurred by the carriers, he nevertheless raises (but fails to answer) the question: "Who pays?"

THE SHIPPER, PERHAPS?—There is, to be sure, the suggestion that the ultimate responsibility must be shared with railroads by the various levels of government; but politicians, while quick to raise their voices in defense of passenger trains, have in the past been faster to pout than to pay. Throughout all of Examiner Messer's report there is the lurking possibility (to use the mildest possible term) that the cost of providing service for those who can't pay may have to be spread out among those who can, and do. And the paying customers are freight shippers.

KEEP CALM, BUT WARY—Again, we don't want to be alarmist. But shippers will do well to remember that their problems of freight-car supply (and service and rates and everything else that helps to make up the 95% of railroad service that **most** affects the public) may be more closely related to the passenger problem than many might think.

CAR SUPPLY

Big shippers are hurting

Because they cannot always supply the right car, at the right place, at the right time, railroads are losing thousands of carloads of high-rated traffic—and millions of dollars in revenues.

That is the inescapable conclusion of Railway Age's April Freight Traffic Poll.

Sixty-six major shippers participated in the Poll (see box, facing page). The objective was to go beyond general statistics on average daily freight car surpluses—or shortages—and pinpoint the effects of car-supply on the shipping patterns of individual big shippers. Result:

—Thirty-four of the responding shippers reported that their car-supply situation had deteriorated during the past year. Only 10 found any improvement. Twenty-two saw no change—and for many of these "no change" clearly represented a continuing bad situation.

—Forty-eight said their own operations had been effected by car shortages.

—Twenty-five shippers were forced to divert shipments from rail to competitive modes of transportation—in nearly all cases, highway carriers. Many others complained of disrupted production schedules and unsatisfied customers, the implication being that they themselves might have to look for alternative methods of shipping.

• **Why a shortage?** Some of the shippers blamed inefficient methods of car distribution for the shortage, and expressed the hope that steps now being taken toward creation of a nationwide car location network would materially improve car utilization.

Others placed the blame on (1) the failure of railroads generally to maintain adequate car-replacement programs and (2) a rising bad-order ratio.

But as one shipper put it: "The why isn't so important to me as the what. There appears to be doubt among some railroad men that a car shortage exists at all. From my own point of view, there is a shortage whenever I want to load a car—and either can't find one, or can't use the one that is supplied."

A large number of shippers shared this view.

• **The truckers benefit.** Shippers who volunteered the information that they were diverting shipments to non-rail modes of transportation (no multiple-choice answers were suggested) are for the most part high-volume shippers of high-rated freight.

Their verbatim comments follow:

"It [the car shortage] has caused a slowdown in making deliveries to customers and resulted in requests for diversion of traffic to highway movement. The general failure of the railroads to furnish standard 40- and 50-ft cars grows each day along with their failure to provide clean and suitable cars."—E. E. Allison, director of traffic, Anchor Hocking Glass Corp., Lancaster, Ohio.

"Car shortages have delayed shipments. Car shortages have caused transfers to truck shipments."—R. E. Alexander, director of transportation and distribution, Pillsbury Co., Minneapolis, Minn.

"We have adjusted our loading to different modes of transportation resulting in higher costs."—M. T. Farlow, senior traffic supervisor, R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

"More trucking has been necessary, and double handling at pulpwood concentration yards."—William H. Montgomery, director of traffic, Riegel Paper Corp., Milford, N. J.

"As our shipments are coordinated between production and erection departments, car shortages at our various manufacturing facilities resulted in additional labor costs and equipment rental charges at our various job sites. Some shipments were diverted to other modes of transportation at additional costs. None of these additional costs can be recovered from the railroads."—T. E. Jasin, general traffic manager, Babcock & Wilcox Co., Barberton, Ohio.

"Inability to obtain ample cars to accommodate loading has led to some movements via competitive transportation and resulted in extra costs to the corporation."—John G. Ringleb, traffic manager-transportation services, Kimberly Clark Corp., Neenah, Wis.

"Car shortages have forced us to ship by truck at higher rates."—M. J. Posig, general traffic manager, Thomas J. Lipton, Inc., Englewood Cliffs, N. J.

Car shortages are leading to "more truck shipments."—K. J. Sutherell, general manager of transportation, Sherwin-Williams Co., Cleveland.

Inadequate car supplies have caused "delay in shipping, increased costs with regard to substitution of equipment and transportation mode."—W. J. Edmonds, director of traffic, Granite City Steel Co., Granite City, Ill.

Car supply has been a problem "to the extent of having to ship by truck instead of rail."—C. H. Gerling, traffic supervisor, Liggett & Myers Tobacco Co., Durham, N. C.

"We have lost production. We have been forced into paying premium labor rates. We have been forced into shipping by truck."—H. N. Johnson, vice president—traffic, Ralston Purina Co., St. Louis.

"It has been necessary to divert from rail to truck on some small amount of tonnage."—H. D. Cunningham, director of transportation, Goodyear Tire & Rubber Co., Akron.

"Less tonnage via rail—more via truck."—B. F. Siverts, traffic manager, Blaw Knox Co., Pittsburgh.

"We have shipped by truck at an increased cost in order to meet delivery dates requested by customers."—Grant Jackson, senior manager of transportation and warehousing, H. J. Heinz Co., Pittsburgh.

"Some carload movements were delayed up to three days before box cars were available. Some carload tonnage was diverted to truck."—W. N. Inman, assistant general traffic manager, Firestone Tire & Rubber Co., Akron.

Car shortages have caused "delays to

1 IN THE PAST YEAR HAS YOUR CAR-SUPPLY SITUATION
Improved? (10) Deteriorated? (34) Remained the same? (22)

2 WHAT CAR TYPES HAVE BEEN IN SHORTEST SUPPLY?
For replies, see text.

3 HAVE CAR SHORTAGES AFFECTED YOUR OPERATING DURING THE PAST YEAR?
Yes (48) No (18)

IF ANSWER TO NO. 3 IS "YES," PLEASE SPECIFY.
For replies, see below.

HOW SOME SHIPPERS REACT TO CAR SHORTAGES:

"**Less tonnage via rail–more via truck**
—BLAW-KNOX.

Some carload tonnage was diverted to truck
—FIRESTONE TIRE & RUBBER.

We shipped by truck at an increased cost
—H. J. HEINZ.

Some shipments were diverted to other modes
—BABCOCK & WILCOX.

Shortages have caused transfers to truck
—PILLSBURY.

We have been forced into shipping by truck
—RALSTON PURINA.

We have adjusted our loading to different modes
—R. J. REYNOLDS.

Shortages have forced us to ship by truck
—THOMAS J. LIPTON.

Some tonnage diverted from rail to truck
—GOODYEAR TIRE & RUBBER.

We have had to ship by truck instead of rail"
—LIGGETT & MYERS.

customers and the re-routing of shipments to motor carriers."—Henry M. Karel, director of transportation, Cleo Wrap Co., Memphis.

"There have been numerous times when delays in obtaining necessary cars have delayed shipments as long as eight to ten days. This has often caused assessment of additional storage charges against our customers. Result has been an increase in shipments of cotton moving via non-regulated motor carriers."—George M. Powell, vice president, Federal Compress & Warehouse Co., Memphis.

"Because we were unable to obtain specialized damage-free equipment, many truck shipments were made."—C. H. Ficken, assistant general traffic manager, Mobil Oil Corp., New York.

"Use of other modes of transportation due to lack of adequate supply of types of cars needed was essentially caused by a greater demand for box car service."—M. B. Smith, general traffic manager, Boyle-Midway Division, American Home Products Corp., New York.

"Generally, car shortages have meant delays in meeting customers' shipping schedules. In some cases these delays have been so prolonged we have had to substitute higher cost truck shipments to prevent complete depletion of customers' stocks. In a few cases, however, car shortages have been so serious we have had to curtail or completely shut down plant operations for a number of hours."—Harry C. Bodie, traffic manager, Pennsylvania Glass Sand Corp., Hancock, W. Va.

● **The most-wanted cars.** As indicated by the above complaints, the cars most in demand, by those who found the supply insufficient, were 40- and 50-ft boxes. Asked which cars were in shortest supply, 34 shippers mentioned boxes. Fourteen specified box cars equipped with damage-reducing devices. Covered hoppers got eight mentions, gondolas 11 and flat cars five. Other types of cars got fewer than five mentions.

● **Still with rails, but—.** Not all shippers responding to the April Poll were diverting to other modes—but nearly all told tales of disrupted operations, customer restiveness and general frustration.

"We have been forced to hold shipments for as much as a week on occasion," said J. J. D'Arcy, general traffic manager of Congoleum Nairn, Inc., Kearny, N. J. "It simply takes more effort to arrange for a supply of cars than would seem necessary in 1968."

R. E. Harridge, director of traffic for Agway, Inc., Syracuse, N. Y., said car shortages had caused "delays, extensive during some periods, in delivering critically needed A&P foods. Lack of equipment to load also occasioned some downtime in production. Extra costs were absorbed to upgrade equipment."

"Shortage of flat bottom gondolas caused serious delays in shipments of agricultural limestone from our Virginia-Tennessee operations," reported K. C. Lippmann, manager of transportation, New Jersey Zinc Co., New York. "Lack of covered hopper cars at two fertilizer warehouses in Illinois is impeding shipment of material needed for spring planting season. Sporadic shortages of box cars at various locations also caused shipment delay."

Continental Grain Co.'s regional transportation manager at St. Louis, James N. Zarvos, said that "carriers' inability to furnish equipment on request has, in several instances, forced the closing of plant operations, i.e., truck and rail receipts of grain." To satisfy contractual commitments, the company has been forced to "buy-in" grain at higher prices, said Zarvos.

L. T. Couture, assistant traffic manager of the Brown Co., Berlin, N. H., said his company has increased its shipping requirements due to expansion—but "if car supply is not increased, we may have a serious curtailment."

"We cannot depend on car supply, so are very hesitant in making a firm commitment to our customers as to delivery dates," reported Nate Kunzmann, traffic manager of Georgia Pacific Corp., Bellingham, Wash.

United Engineering and Foundry Co.'s traffic manager, W. B. Guffey (Pittsburgh), said car shortages have caused "intermittent congestion of production facilities."

"When equipment is in short supply," said H. D. Davis, traffic manager, Federal Glass Co., Columbus, Ohio, "we are disadvantaged because of the delay incurred in making shipments—thus, it reflects in our service to customers. We manufacture a highly competitive article, and poor service materially affects sales."

And from P. L. Tietjen, vice president traffic and transportation, Jones & Lamson, Pittsburgh: "Tonnage has been placed on the ground and then reloaded—with added expense because of no cars."

● **Upgrading needed.** "Serving carriers supply Class A box cars at about

(Continued on page 78)

"We received 70 cars and rejected 21"

"All during the past year and so far this year, we have been suffering from a shortage of box cars in which to load our food products. Sometimes the situation eases and sometimes it is very severe. The quality of the equipment furnished is so poor that we have instituted a record to use as a basis of a trend in the empty box-car situation. Beginning on March 20, 1968 we have recorded all cars received at our plant at 5610 Clinton Drive, Houston, Texas and have also recorded those that were unfit for loading and the reasons for such unfitness.

A record kept through April 2, 1968 indicates that we received 70 boxcars and 21 were rejected because they were not fit to load. The major complaint on those unfit for loading was that they had bad floors and walls. However, there were also eight cars dirty with paper and trash in the car, two with glass on the floor and some with other objectionable features.

The situation has been so bad for the past twelve months that many times we have been forced to load motor trucks instead of boxcars because it was necessary to move shipments and the equipment was just not available. In these instances the motor freight rate is usually a good deal higher than the rail rate, so it is obvious that the situation was desperate for us to penalize ourselves due to excess freight charges. We sell on a delivered price basis, so this is a direct out-of-pocket expense for our company.

Even though our plant has three tracks which are parallel to each other requiring that all car doors be spotted in line so that we can run through two car doors to get to the third track, we have recently decided to use 50 foot cars in our plant as well as 40 foot. We will make the best of the situation where this produces a non-uniformity of car doors when spotting 50 foot cars on one track, 40 foot cars on another, etc. We realize that the rail carriers will build fewer (or perhaps none) of the standard 40 foot box-cars and go more to special equipment and 50 foot cars.

However, there are other companies who must be in the same position we are.

I appreciate the chance to voice my grievances through your traffic poll."

J. L. Bergen
Traffic Manager
Uncle Ben's, Inc.

CAR SUPPLY

WHAT CAN RAILROADS DO?

As one chief executive sees it, railroads don't always know whether surplus cars are available—and where. A truly integrated national system, he says, requires central distribution.

Of all the problems facing the railroad industry, none has been more defiant of settlement or solution than the old problem of freight-car supply.

It's the kind of problem that tends to produce emotional arguments. It's the kind of problem that suffers from a certain lack of facts, despite the masses of information that have been collected in connection with per-diem cases.

Rock Island Chairman and President Jervis Langdon, Jr., took a searching look at the freight-car situation, not long ago. What he found was an industry hampered by its own lack of capability for internal agreement.

While freight cars of individual railroads are supposed to represent a national freight-car pool, Langdon declared, "the number of cars each railroad should provide has never been agreed to. Various formulas submitted to the AAR staff but 'not yet . . . approved by the membership of the AAR' were found by an ICC examiner to be unsupported and unsatisfactory. Moreover, car-service rules governing the use and movement of freight cars have been observed only when it was expedient to do so. In times of car shortage, the railroads have rarely had sufficiently accurate and timely information to know whether surplus cars were available, and if so, where. While steps to remedy this situation are under way, it remains to be seen whether, in times of need, central car distribution in behalf of an integrated railroad system will be permitted to override the distribution made by individual carriers. Obviously, if individual railroads are to work together as an integrated national system, central car distribution is inescapable."

Langdon is particularly concerned about per diem: "Individual railroads are constantly at war as to the level of charges. They look upon these charges as 'rent' and their relationship to the foreign lines as lessors, but this is not the case. As emphasized by the ICC in a recent decision, 'There is sound reason why these per diem charges should constitute no more than a sharing of cost. We are . . . concerned . . . with the assignment among a group of carriers engaged in multitudinous joint ventures, of the burden of acquiring and maintaining the vehicles used by all.'"

If individual roads could agree among themselves on the number of cars each would contribute to the national pool, Langdon believes, "it should be possible to do away with per diem charges completely—but since such an agreement is too much to expect, a formula for sharing the cost of the national fleet is unavoidable. But again, individual railroads have been unable to agree. Usually, it has been a controversy between the so-called credit lines which want further increases and the debit lines which want reductions. None approaches the problem on principle or from the point of view of the system as a whole. And when the ICC, requested to intervene by the railroads themselves, does hand down a decision, then the controversy has only begun."

Anybody exploring the whole car-supply situation finds that questions come easy. Answers are something else again. But among the points that might be raised, on a general basis and with particular regard to the situation which exists today:

—Is there any basis, short of a flat edict from the ICC or Congress, on which railroads might get to an arrangement covering individual responsibilities for supplying cars to the national fleet?

—How serious has been the ignoring of car-service rules?

—How much faith can the industry, or any individual railroad, put in hardware solutions to car-supply problems, as represented by such systems as ACI or TRAIN?

—What stake, if any, does the industry have in maintaining a healthy commercial carbuilding industry, thereby maintaining competition and multiple supply channels?

—Will railroads forever be in the carbuilding business themselves, or will they become more like other transportation operating companies which, almost without exception, leave the manufacturing to somebody else?

—Given the apparent nature of the railroad business, is there any practical way to break the pattern of cyclical buying in which orders plunge after net income dips?

—Is there any point to re-exploring pool proposals, along the lines of the so-called Relco plan and Symes plan of a few years ago?

—Do railroads, and their customers, really need a bigger car fleet? Or is the key to the supply/shortage problem merely the better utilization of available freight-car resources?

● **A center of attraction.** This last point—improved equipment utilization—gets a lot of attention. Dozens of railroads have launched comprehensive programs aimed at cutting down on terminal delays. Super-efficient car-reporting systems have been installed. Complex computer systems have been put to work. Coming up, over the next few years, are the installation of nationwide automatic car identification and centralized reporting.

Yet freight-car utilization generally has shown no particular improvement in the '60s. And, already, operating men are warning the industry against expecting instant miracles from ACI or TRAIN.

If it is eventually accepted that improved utilization will come slowly, and if demands for rail service pick up as expected, the industry may have little choice but to get back into the equipment marketplace, fast and heavy.

In 1969 or 1970, however, car-hungry railroads may find themseives dealing with a carbuilding industry of less production capacity. Railroads may be asking the builders, "Where are you, now that we need you?" and the builders, looking back at 1968, might well reply, "Where were you when we needed you?"

The carbuilding business, as it developed in the plush mid-1960s, was a business that developed almost without

averages, without "typical" features. There were the old-line builders, veterans of thick-and-thin-order years. There were regional builders turned national. There were specialty-car producers who expanded into a general market. There were companies which came brand-new into carbuilding. Capacity grew to meet demand. Inevitably, there were builders who got burned.

Strict pragmatists in the industry might point to the fact that railroads meet their motive-power needs from the shops of just three builders, or that various other major areas of equipment-supply are limited in source. Top purchasing agents, however, tend to get most uncomfortable when they're faced with a minimum of choices.

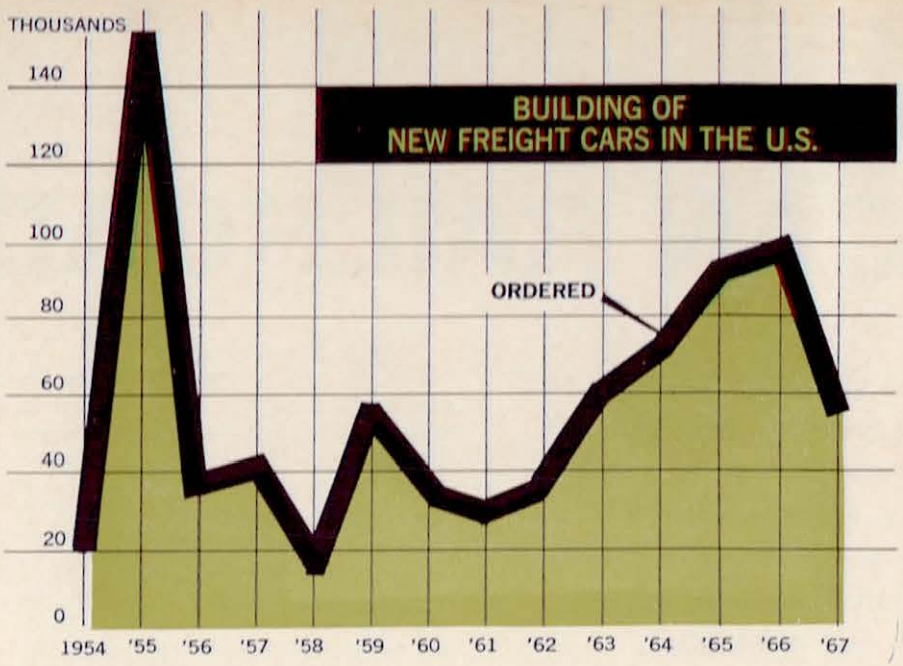
The company-shop-vs-commercial-shop problem is also vexing. Railroad carbuilding plants are, essentially, a hangover from the past. For the most part, they are geared for mass production of more-or-less standard types of equipment. It might be argued that they perform a real economic service, insofar as they tend to keep commercial builders' efficiency up and prices down.

Predictably, rail labor is quite happy to see company shops capturing a greater proportion of the business. George L. O'Brien, president of the Brotherhood of Railway Carmen, said recently that railroads "would have been able to do a much better job [with respect to new-car supply] had they kept their own shops tooled to build cars from the bottom up. However, only a few carriers have done so. Moreover, many of them let their rolling stock run down until they faced grave shortages and had to add to their fleets. Now, more of them are tooling up their shops to meet the problem. We're glad to see that happen, even if belated."

Whatever arguments might be advanced in behalf of any point of view in any single area of the problem, however, the big argument continues: Can some measure of consistency be brought to railroad freight-car programs? And if so, on what level, 40,000 cars a year, or 50,000, or 60,000?

Some roads will contend that their programs are long-range, that a month-to-month or year-to-year fluctuation in revenues or income has little effect on buying. Others are quite willing to concede that spending is tied tightly to income—and they see little prospect for change in that "policy."

As matters stand, railroads—when they do come back to the builders to sign on the dotted line—may find a different carbuilding industry than the one they left last year. As one beleaguered builder put it, "I don't really know if it's in the railroads' power to do something about this situation—but if it is, they had damn well better do it fast."



CAR SUPPLY

Builders' dilemma: Feast or famine

Costs of idle facilities cause carbuilders to change the nature of their operations; there are implications for the railroads.

While it may be difficult to define precisely the shortage of freight cars, the shortage of car orders can be fixed with great accuracy. The idled facilities of car-component suppliers and the slowing pace in the shops of contract carbuilders probably best tell that story.

The situation is well reflected by the current backlog of cars on order and undelivered as reported by the American Railway Car Institute. After dropping to a four-year low on Nov. 1, 1967, the backlog did increase slightly through the end of the year. It then resumed its slide and had declined to 22,933 cars on April 1, 1968. More significant, however, was the reduced share of the new-car market going to carbuilders. Commercial builders' backlog on April 1 was the lowest in five years.

● **Serious implications.** The railway supply industry is in a critical period of its history, government and business leaders have been told recently in the course of Railway Progress Institute presentations. At one such recent meeting in Washington, W. Ashley Gray, Jr., RPI chairman and president of General Steel Industries, warned that "railroads, the government, regulatory agencies and the business community must all recognize the serious implications coming from the current sharp decline in orders."

Suspension of the investment tax credit 18 months ago was followed by railroad earnings squeeze produced by higher costs and lower traffic levels. The result, according to Gray, has been that "in hundreds of railway supply plants in nearly every state from coast to coast, thousands of skilled workers are being laid off because of an insufficient volume of business."

● **Unfortunate timing.** "In view of the important need of railroads for more modern, efficient specialized equipment, it is tragic that the supply industry is being forced to lay off skilled workers and close plants," observes Gray. "This comes at a time when the upward climb of railroads and the modernization programs which

have been so productive for the past five years should actually be accelerated. Unfortunately, railroads are suffering a serious profit squeeze and equipment programs have suffered as a result."

It is the RPI president's conclusion that "the solution lies in better understanding in Washington of railroad problems." He cites as necessary:

—Prompt action on freight rate increases;

—Spending of final decisions on mergers;

—Swift and effective arbitration of labor problems;

—Quick resolution of the long-haul passenger-train problem.

Congress and government officials, according to Gray, should respond when the problem is explained to them "strongly and more clearly than ever." And, he continues, a solution must be worked out "because the railway supply industry is an integral part of the railroad systems of this country. Healthy suppliers are of key importance in maintaining railroad progress."

Senator Frank E. Moss (D.-Utah), recently introduced into the Congressional Record a statement of the RPI position and supported it with a U.S. Department of Commerce survey which showed that business investment generally in 1968 would top that of 1967 with the exception of railroads, which indicated their outlays would be down 17%.

● **More of the same.** This is a continuation of the spending hiatus which first applied the brakes to carbuilding activity late in 1966. The momentum which large railroad commitments had given the builders carried most comfortably into 1967. Then one by one, like autos in gasoline economy test, they began to falter.

Newcomers in the field were frequently hurt first. Those builders with highly specialized car types which effectively dominated their fields continued relatively unscathed. And those with leasing fleets and car orders from non-railroad customers were affected least of all.

● **Feast or famine.** A basic mistake of the recent past was that too many came to regard 1966's orders for 99,797 new cars as a normal year, which it definitely was not. Railroads, to get these cars rapidly, ordered an unusually high proportion (74%) from contract builders, confusing further the prospects in the field. When this capped four straight years in which more than 60,000 cars had been ordered annually, it brought into production excess capacity which cannot be afforded in today's high-cost economy.

It probably will not happen again, ever. The result: Railroads will lose some of the flexibility which has long enabled them to defer car purchases until the traffic requiring the cars had actually developed. In a Pittsburgh speech a few weeks ago, Thomas M. Goodfellow, AAR president, referred to abnormal traffic increases which are resulting from this summer's steel strike threat. "It's going to take some doing to move, in seven months, the shipments that normally are spread over a full twelve months," observed Goodfellow. "It would be unrealistic to expect railroads to buy and stock-pile the thousands of extra cars needed to meet this now-and-then demand." Similarly, the stockpiling of production capacity on the part of commercial carbuilders is apparently ending.

On successive days last week, two major producers announced they were abandoning phases of carbuilding most intimately associated with the railroads. Evans Products disclosed that it was giving up production of all but specialized cars. The Evans Plymouth, Mich., plant is to be used for producing components only and the scope of operations at Blue Island, Ill., is being reduced drastically.

The following day, April 23, came the announcement from General American that it was relinquishing its position as a contract carbuilder. Henceforth, said GA, it would confine its car operations to its leasing fleet.

● **Ends this summer.** At its stockholders' meeting, T. M. Thompson, GATX board chairman, reported that upon completion of the existing backlog (over 350 Airslide cars) at Plant 1 this summer, freight car manufacturing will cease at East Chicago, Ind. While GATX will continue to repair and maintain its leasing fleet at East Chicago and other points, the firm's only carbuilding operation will be at its plant at Sharon, Pa., and this will be, as in the past, devoted exclusively to producing tank cars for lease.

While GATX will continue to lease all types of cars, it believes there are sufficient existing facilities to have cars, other than tankers, built to its specifications by other carbuilders. General American plans to continue to design and develop new types of freight equipment for its leasing operations. It is probable that specialized cars such as the G89 flat and Airslide might be licensed to other builders for sale to railroads and industrial customers, when outright purchase, rather than lease, is sought.

● **Cutting back.** Evans will henceforth confine its railroad-related operations to producing specialized equipment, primarily coil cars; to the manufacture of fittings such as DF bars and bulkheads; and to operation of the lease fleet of subsidiary U.S. Railway Equipment. Production of general service equipment such as box cars has

BUILDING OF NEW FREIGHT CARS IN THE U.S.

	ORDERED		DELIVERED		
Year		% RR Shops		% RR Shops	BACKLOG Dec. 31
1954	21,976	35.2	35,696	37.5	15,317
1955	153,859	46.1	37,545	36.7	147,320
1956	38,888	21.0	67,080	36.6	117,257
1957	40,281	44.9	99,590	43.4	55,941
1958	17,516	29.0	42,760	37.4	27,596a
1959	56,581	32.0	37,819	35.1	43,870
1960	35,513	36.9	57,047	34.8	21,070
1961	30,613	37.9	31,720	41.0	15,730b
1962	36,977	35.5	36,554	35.7	15,860c
1963	60,792	38.1	44,960	30.5	32,377
1964	71,346	36.8	69,320	34.2	34,083
1965	87,975	35.9	77,813	31.8	44,297
1966	99,797	26.0	90,104	24.7	56,440
1967	54,189	26.8	83,099	22.0	24,917

a—Lowest backlog in 1958 was 23,670 cars on December 1.
b—Lowest backlog in 1961 was 9,690 cars on October 1.
c—Lowest backlog in 1962 was 11,022 cars on November 1.
Source: American Railway Car Institute

WALTER TAFT

WATCHING WASHINGTON

SOUTHERN WANTS PASSENGERS—The Southern would like to stay in the passenger business if enough people will ride its trains to pay out-of-pocket costs. That's what Southern's president, W. Graham Claytor, Jr., has told editors of newspapers published in the area served by the road. The editors were guests of Claytor at a Washington luncheon, where his comments came in response to their questions.

FAVORITE SUBJECT—As usual on such occasions, the questions reflected little awareness of the railroad industry's major role as freight hauler. Most of them asked about passenger service. Less than two per cent of Southern's 1967 gross came from its passenger business.

PASSING THE TEST—It looks as though the out-of-pocket-cost test is being met by Southern's main-line trains between Washington and Atlanta, Claytor said. But this does not encourage him to be optimistic about the long-haul business generally. He thinks the future of that business remains "in doubt." Claytor nevertheless promised that Southern will keep its main-line service first class "so long as people use it."

FLUNKING—As to secondary trains, the issue there is already decided against the railroads, Claytor said—such trains "are dead." He thinks they can't compete with automobiles and buses for several reasons, not least of which is the circuity of many railroad lines as compared with modern highways between the same points. When a questioner asked if his grandson would know railroads, Claytor responded with an emphatic "Yes!" He went on to say the grandson's grandson would also know railroads—because they have no rival as low-cost carriers of freight.

NOSTALGIA—The steam locomotive came in for encomiums—from Claytor, a railfan, as well as from the editors. Southern still keeps a couple of steamers in working order for fan trips and other similar excursions. One of them was at work last week on trains operated in cooperation with Atlanta and Charleston chapters of the National Railway Historical Society.

MERGERS—Claytor did get a non-passenger-service question—on Southern's interest in the merger movement. He said it has no plans now, but it will continue to explore merger possibilities in the South and "particularly" in the Middle West.

ceased. Soon, 500 of the 600 men involved in this operation will have been laid off. Evans reported that at Plymouth it produced 700 cars in 1966 and 2,500 in 1967, adding that it had lost money ever since it started carbuilding there in 1966. Blue Island will build the special equipment and maintain the lease fleet with a force of approximately 100.

Union Tank Car commented, in its annual report, on the difference between its operations and "companies in the railway equipment field." UTLX leases virtually none of its cars to railroads but does provide over 50,000 cars for companies in the chemical, petroleum, compressed gas, fertilizer and food industries. In 1967 "while the railway equipment industry was showing lower earnings," noted the report, "tank car operations of Union earned record profits in both the U.S. and Canada."

ACF, which relies heavily on its Shippers' Car Line for over-all earnings, has regularly experienced a growth in revenues from leasing at a compounded annual rate of over 10% for years. Henry A. Correa, ACF president, recently noted that, of 13,000 cars turned out in fiscal 1967, 37% were leased or sold to industrial customers which, he said, "reduces our dependence on the railroads."

The low volume of railroad orders, says Correa, "has not taken ACF by surprise. We have been preparing for years to live with just such downturns in ordering. Our manufacturing capacity is now at an optimum level. ACF once operated 13 carbuilding plants. Now we have only three and do better with them than we ever did with 13. As hotel management does, we realized that our profits would be determined by average occupancy rather than by sheer volume."

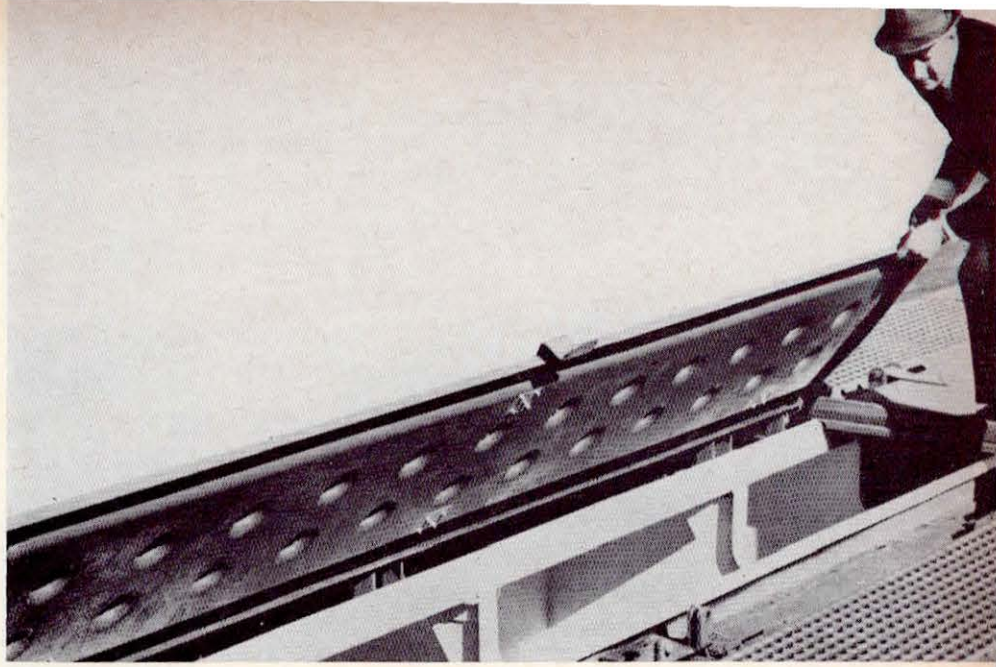
● **Curtailed schedule.** Right at the moment, according to Correa, ACF carbuilding plants "are operating on a curtailed schedule. However, the continued normal demand for rolling stock being generated by industrial customers and the ACF leasing fleet is helping to support our production lines during this period. There have been layoffs of both hourly and salaried employees, but, based on past experience, we anticipate no significant loss of skilled people at any of our facilities if the expected resurgence of orders for cars from railroads is not too long delayed."

When railroad car buying resumes, says R. Van Hassel, vice president and general manager of Fruehauf's Magor Railcar Division, "it is going to be on a different basis than the immediate past

(Continued on page 76)

Shippers like the N&W's fiberglass hatch covers

The covers are easier to open and close—and they don't leak.



ONE MAN can open or close the light fiberglass hatch cover on the N&W cars.

Norfolk & Western put molded fiberglass hatch covers on 300 of its newest and largest hopper cars. Shippers, in the first year of service have been expressing their satisfaction.

Designed by N&W and built in its shop in Roanoke, Va., as part of a 1,000-car order, each of these 300 covered hoppers has a capacity of 100 tons and 5,200 cubic feet. Intended primarily as grain carriers, the cars were designed for fast loading and unloading with special attention to cargo protection.

● **Trough-hatch models.** For loading there is a continuous trough hatch opening 2 feet wide and 47 feet 6¼ inches long. The hatch is closed with a set of four fiberglass-reinforced plastic covers produced by the Molded Fiber Glass Body Co. The car set includes two 11-foot and two 13-foot covers with a total of five lock assemblies providing a continuous sealed cover for the full length of the hatch.

N&W is service-oriented and nothing counts more in evaluating equipment than customer satisfaction. On a hopper car, hatch covers and discharge gates get a lot of handling. Any service problems show up quickly. N&W has had no complaints at all from customers using the MFG covers.

● **In grain service.** Many of the cars, assigned to the railroad's grain pool, are being used in Ohio, Indiana, Illinois and Iowa by shippers such as Continental Grain, Cargill, A. E. Staley and Archer-Daniels-Midland. In addition, cars have been assigned directly to Quaker Oats at Castleton, Ind., Olin-Mathieson at Saltville, Va., and Allied Mills at Taylorville, Ill.

A check of shippers brought positive reaction. Quaker Oats Mill Foreman W. R. Snelling at Castleton, Ind., reports that his firm has been using the big N&W hopper cars to carry bulk commercial feed. "I'm very well aware of the fiberglass covers," he said. "They are real fine—no problem. They are easier to open and close by 100%. The seal is good and we have no leakage at all. We have had problems with other covers."

Olin-Mathieson Chemical uses the cars to haul light and dense ash. Shipping Supervisor Bill Montgomery at Saltville, Va., says: "We've been getting good service from these N&W jumbo hoppers. On the regular covered hopper cars, we have to put on a special paper gasket or we get leaks. On the jumbos with fiberglass covers, we haven't been using the paper gaskets and we haven't had one complaint. With other covers there is also the problem of corrosion."

● **Easier to handle.** Allied Mills was among the first to get the new cars and has been using 30 of them for a year to carry soy bean meal. Traffic Manager Bob Sodercuist at Taylorville, Ill., says: "I have talked with the men who load these cars and they say they are a lot handier to load. The fiberglass covers are much lighter and easier to open and close than those long, heavy metal covers. The seal is real good, we have never had a claim on one of them. Metal sometimes gets bent up and hard to seal."

One reason for selecting fiberglass covers was light weight. A set of four conventional covers would weigh 692 pounds with an additional 47 pounds for latches, 405 pounds for torsion bar assemblies, 248 pounds for lock assemblies and hinges, and 22 pounds for grab irons, making a total of 1,414 pounds for a car set. In contrast, the four MFG covers on the N&W car with attached hardware weigh just 320 pounds, and the five lock assemblies an additional 350 pounds.

● **No torsion bars.** More important than the over-all weight saving is the ease with which the fiberglass covers can be handled. With steel covers, springs or torsion bars are necessary. With fiberglass, the locking straps are tossed open separately and one man can easily open or close the light fiberglass cover without an assist from springs or torsion bars. Light weight also was an advantage in building the cars. Instead of using a crane, two men would pick up the fiberglass unit and hang it quickly. Actually, one man could handle the cover.

Another factor N&W considered in choosing molded fiberglass hatch covers was resistance to corrosion and weathering. In the course of normal operation, men walk on hatch covers, slam them, and scrape them. When paint wears off the metal doors rust and corrode. Also, grain and feed build up, accelerating corrosion.

Cargo protection is a matter of primary concern to N&W and its grain and chemical shippers. The MFG trough covers have inner and outer skins permanently bonded as a box section sandwich to provide strength, rigidity and durability. The cover cannot warp or dent. This, with positive sealing gaskets, assures leak-proof fit and cargo protection.

To determine durability and life expectancy of the covers, MFG conducted a "slam test" on a specially designed test stand. The molded fiberglass cover was raised to a vertical position, then allowed to drop in a free fall to slam against a steel rail in horizontal position, simulating opening of the cover. Then it was raised again and allowed to fall to the closed position. This cycle was repeated 2,000 times, a total of 4,000 impacts. MFG calculates that this is equivalent to at least 30 years of railroad service and reports that there was no visible effect on the test cover. ■

Frisco gets flexibility in computer operation

A new system permits switching to, and/or from, Teletype, IBM 1050, and Telex stations.

A railroad can live or die by its communications. And for Frisco, today, the living is getting better, now that a System 360/30 message-switching computer center is installed and operating.

In a way, Frisco's story is typical of the kind of technological leapfrog that sometimes marks present-day communications and computer-system improvement. The road has no microwave. It doesn't have the coaxial-cable communications lines that might actually be preferred. Only in recent weeks has Teletype replaced the last Morse keys in service. Yet, Frisco people say they are doing things with the message-switching setup that no other road is doing.

At the same time, management-information people are also looking ahead —and not too far into the future, at that—to an entirely new approach to data-handling, which may come next year with installation of a System 360/40. The goal: creation of a system which will force and enforce completely accurate sequence logic in input and information storage and transmission.

• **Flexible system.** At present, the 360/30 is handling both administrative (narrative) and operational (data) message-switching, origin to one or more destinations. The system permits switching to and/or from Teletype, IBM 1050 and Telex stations—and it is in this capability that Frisco people describe the setup as unique today.

Linked with the computer center are 113 on-line Teletype stations, two 1050 stations in the central tracing bureau at Springfield, Mo., and 39 Telex stations in off-line traffic offices. The 360/30 operation went into full service Feb. 1, just a month-and-a-half after the computer was turned over to Frisco and less than a month after two-day and then five-day environmental tests were completed. It is operating without a backup—and thus far, it is operating in trouble-free fashion.

• **How Frisco benefits.** P. E. Odom, director-management services; his assistant director, B. C. Allen; O. H. Summers, general suprintendent-communication and signals; and L. A. Thomas, assistant general manager-staff (responsible for data control), see three immediate advantages coming from the present system:

—Frisco is gaining three to six hours in its message handling. The need for manual message-relay has gone.

—Accuracy has been better enforced, as the computer setup has permitted tighter editing of input with some errors already rejected back to origin terminal, others rejected to the data control group for re-entry on a more timely basis.

—Message-retrieval capability has effectively shut off the "lost message" problem. It also has had its effect on improving documentation and enforcing message discipline in the field.

At present, the system is transmitting about six million characters of information daily, and it is handling anywhere from 3,000 to 5,000 car-location inquiries per day. Flexibility and built-in discipline have been the key elements in what, thus far, has been an extremely successful operation.

• **Complex, but efficient.** As Frisco people see it, their home-grown logic—developed for the 360/30 by Odom, Allen and company—represents "a rather complicated bit of system design." But it enables the road to make the most efficient use now possible of all elements in the system. And it overcomes certain of the problems sometimes associated with Telex in a communications/computer setup.

There is the full receiving/sending flexibility. There is provision for automatic message-storage and relay-attempt at four-minute intervals in the event the computer receives a message which cannot immediately be re-transmitted to the destination point. And there are programming blocks to prevent outsiders from Telex-dialing into the Frisco computer or to prevent Frisco from getting a "wrong number" on output.

Perhaps even more important than the flexibility of the system, however, is the discipline it is imposing on the railroad's operations.

For one thing, administrative messages are sequence-numbered. A St. Louis-Tulsa message, for example, might be sent as St. Louis 10, received

DO-IT-YOURSELF PROJECT, TOO

This homemade monitor board in Frisco's communications office provides network supervisor with quick line-testing capabilities. Checking here is O.H. Summers.

THEIR JOB IS A BIG ONE

Charged with much of the responsibility for making Frisco's computer system work are P.E. Odom (center), director-management services; B.C. Allen (left), assistant director, and O.H. Summers, general superintendent-communication and signals.

into the computer at Springfield, and transmitted as Tulsa 18. If for any reason, an inbound message is missed, the log at the receiving point will show the miss as soon as the next message is received, and the computer can immediately be queried to re-send. Currently, the 360/30 can reach back for six days to retrieve, and thus far that span has been entirely adequate.

● **Action forced.** In addition, Frisco's system automatically times all messages to show when sent and when received. This feature forces action and takes away the convenient-but-sometimes-invalid excuse that a message was not received in time to make the required move in response. In diversion-order handling alone, this feature will be valuable—because slow reaction, resulting in a missed diversion or a delayed train, can be readily spotted.

Next up, for Frisco, will be a computer system built around a 360/40, which will go far beyond present capability in enforcing real-time sequence logic. Now, about all the computer can do with an advance consist message, for example, is to check the input against a master equipment register. In the future, Frisco is hoping to develop a system which will not only catch a wrong-reported car initial or number but also an illogical or missing move. In other words, as Odom and Allen put it, the next goal is to develop an equipment and programming capability in which the computer can scan a consist and fire back an immediate inquiry to origin point in the event a correct-initial-and-number car is reported as making a move which the data-base indicates is not logical, based upon last-reported movement.

● **Spin-off possibilities.** This kind of real-time capability combined with complete fact-and-logic accuracy, Frisco people believe, will produce a far better information base for spin-off of data into a number of other management-control areas.

The aim, essentially, is to make today's information available today—not three months later, as is sometimes the case with per-diem data; or even 24 hours later, as is now the case with the road's advanced terminal-performance quality-control program.

Conversation with either Phil Odom or Bill Allen makes things clear: Performance short of perfect means that there is still work to be done. Car accountants, one of the two will observe, owe their existence to somebody else's errors. Car distribution and car utilization, the other will chime in, are still too-largely matters for seat-of-the-pants decision-making.

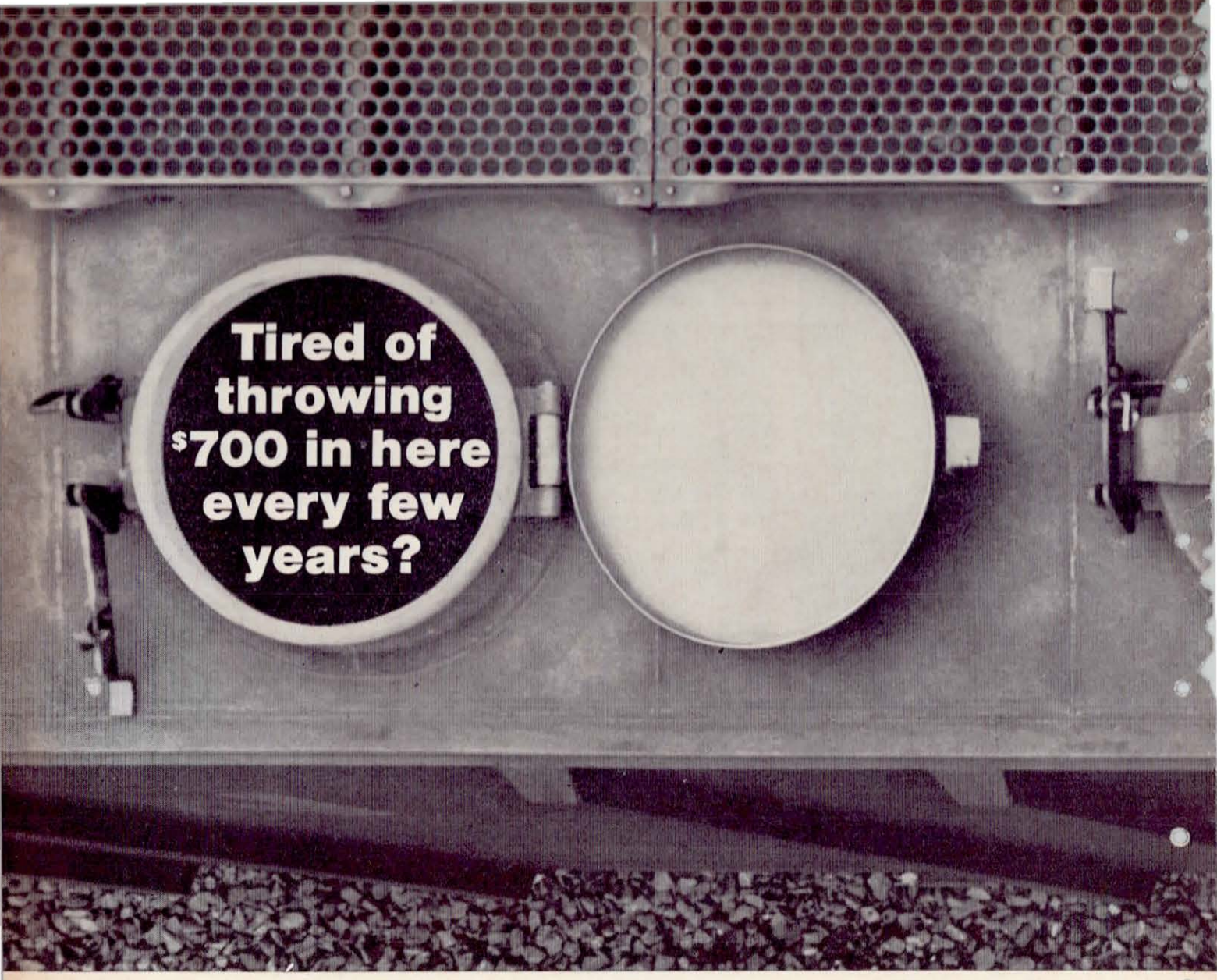
● **Working toward tomorrow.** In effect, there's a three-fold problem:

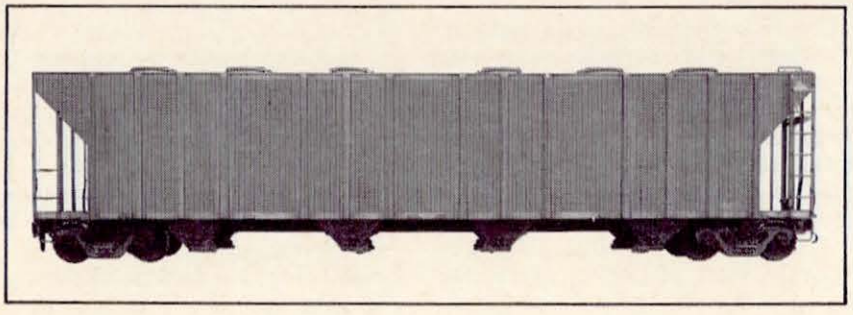
—The 360/40 system has to be designed to do what Frisco wants it to do, needs it to do. Odom and Allen are working on that, and will be to an even more intensive degree as installation time draws nearer.

—Still further upgrading of communications facilities may have to be made. That is the bailiwick of Oscar Summers, as general superintendent-communication and signals. He is considering a number of possibilities, among them installation of microwave, shared use of microwave and even installation of coaxial-cable on major data-transmission routes.

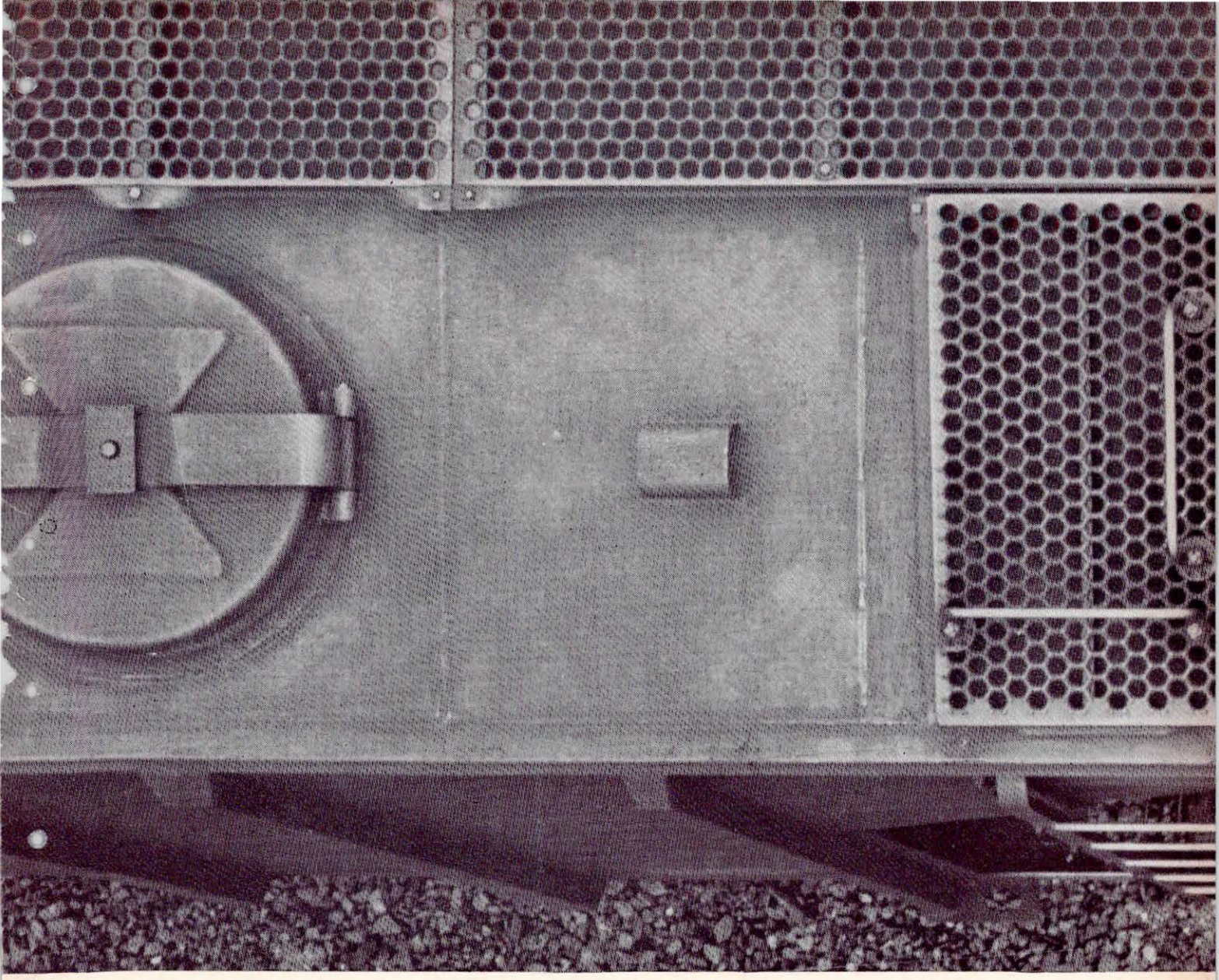
—Training of field forces must be continued, along the lines of the stepped-up program introduced last year (RA, Mar. 13, 1967, p. 18). This project has been headed by Assistant General Manager-Staff Thomas, and a year's experience indicates that Frisco is heading in the right direction: In an area where employee-turnover is usually relatively high, the railroad shows opposite results. More than 60 new-hire clerks were put through a new headquarters-and-field training program last year, and if it had not been for Selective Service, Frisco would be showing near-100% retention of its trainees. Now, new-hire telegraphers are being afforded similar training, in a program that began April 8.

The primary objective of all this effort, of course, is improvement of Frisco's own capability. But not far buried in the minds of Odom, Allen, Summers, Thomas and everybody else involved is the across-the-board industry movement into ACI and TRAIN, with all the problems and potentials which these systems will offer. ■





Investigate aluminum-body covered hopper cars. They never need lining.



Why throw good money away, gritting your teeth every time a steel covered hopper car needs a plastic liner? It can happen two or three times over the car's service life—at $700 to $800 a crack.

A covered hopper car with a body of Reynolds Aluminum, on the other hand, needs no lining. It never rusts. Surfaces are smooth, gleaming, naturally resistant to corrosion. Just as it protects food products and other sensitive cargo from contamination, aluminum shrugs off the effects of the most corrosive ladings. This *no lining required* feature more than offsets the higher initial cost of an aluminum-body covered hopper, and generates big savings for you over each car's lifetime.

Aluminum surfaces are easily cleaned. Interiors may be swept down and hosed out quickly, easily —left to drain dry without fear of rusting. Not so with a steel hopper's interior. It must be re-lined or sandblasted to clean out built-up residue. (Just think about the cumulative effect of 3 or 4 sandblastings on slope sheets.)

Another factor: lost utilization, expenses incurred and revenues lost by down-time. It starts with the cost of moving steel hoppers to and from your shop. Then $700—$800 per car for relining. And, most vitally, missed payloads while cars are out of service. Those lost revenues can never be regained. (The cycle repeats itself for lining patch-up jobs . . . every two years on one major road.)

Aluminum's low-maintenance needs are far from your only plus-benefit. Lower deadweight is another. An aluminum-body covered hopper has substantially larger capacity than a steel car the same size. It can haul 7-8 tons more payload on every run.

Covered hoppers of Reynolds Aluminum bring you higher rates for off-line service, too. What's more, their light weight cuts round-trip ton mileage, reducing your operating costs. Finally, each delivers over $2,000 more in eventual scrap-value than a comparable steel car.

It's hardly surprising, therefore, that more and more railroads and shippers specify aluminum bodies for their covered hoppers all the time. Learn the full story. The men at Reynolds are the leading supplier of aluminum and aluminum know-how for railroad applications. Contact your local Reynolds office or write *Reynolds Metals Company, P.O. Box 2346-TM, Richmond, Va. 23218.*

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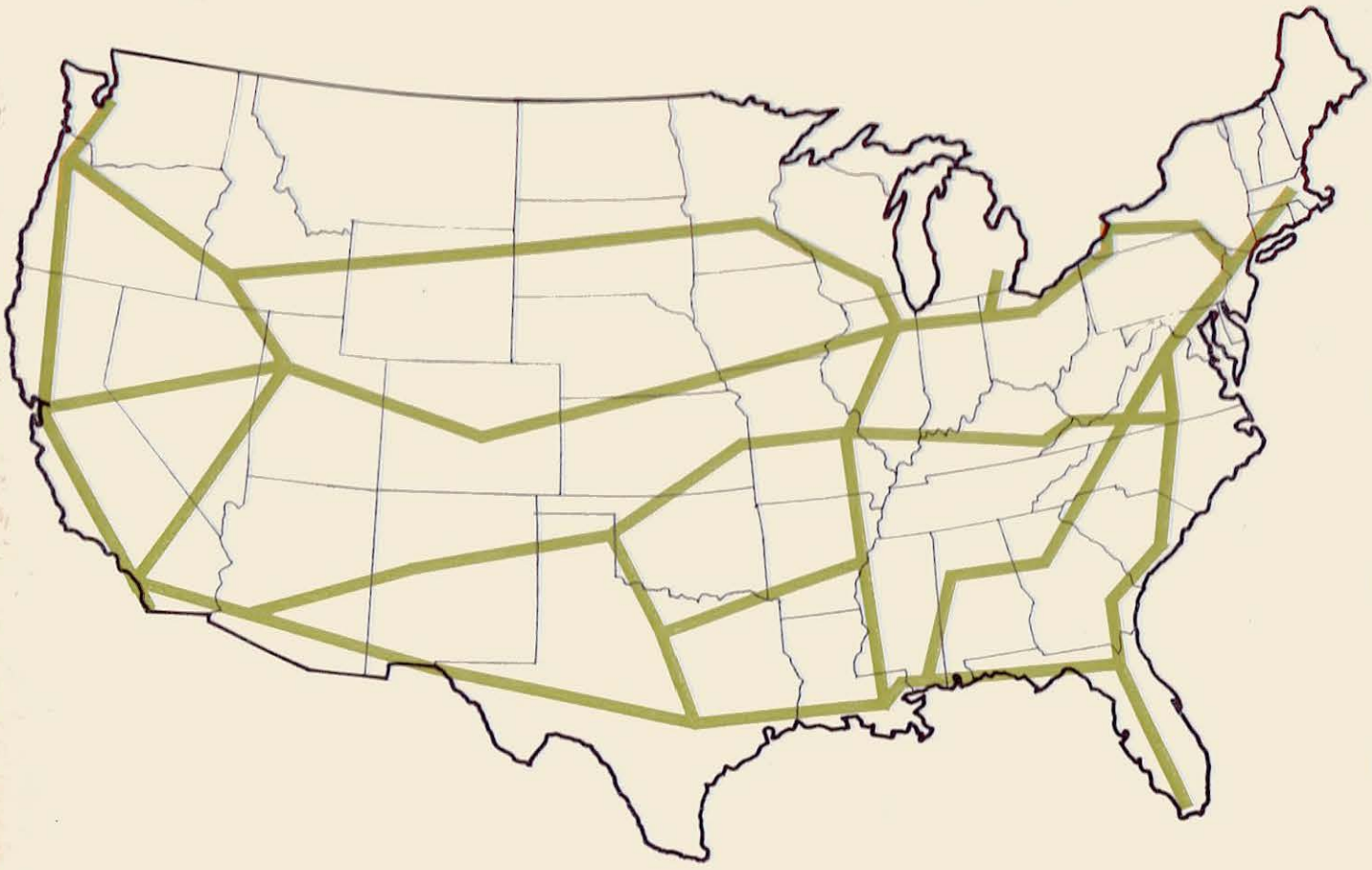

ICC examiner maps out passenger requirements

An ICC examiner last week recommended the creation of a National Rail Passenger System "capable of meeting present and future intercity rail transportation requirements."

The proposal came in a 49-page report by Examiner John S. Messer following investigation of Southern Pacific's operation of its "Sunset Limited," the last direct passenger train between New Orleans and Los Angeles. The railroad had been requested by the states of California, Arizona, New Mexico, Texas and Louisiana to improve service on the "Sunset," including putting back into service the dining and sleeping cars that were removed from the run two years ago.

"The evidence reflected in this record, as well as in numerous other reports of this Commission," said Messer, "justifies the conclusion that the SP, and other railroads, has down-graded its passenger-train service and that this has contributed materially to the decline in patronage. Whether this lowering of service standards was brought about by a determination to exterminate a marginal or deficit operation or an honest conviction that there is no further public need for passenger-train service, is a matter of personal opinion. However, this Commission was not created as a moderator but as the guardian of the public interest in matters relating to interstate commerce."

He recommended that "certain minimal standards" be established for all U.S. passenger services, including the requirements that trains operating over 250 miles provide some type of meal service; that trains operating between 10 p.m. and 8 a.m. have sleeping accommodations; that passenger cars be air-conditioned, have heating, rest rooms and drinking water; and that the average speed of passenger trains not be less than the railroad's fastest freight.

"The time has come when the Commission can no longer act like a county coroner and, acting upon death certificates in the form of section 13a(1) notices, inquire by an inquest into the cause of passenger-train demise," Messer stated. "The urgent need is for preventive medicine."

Messer also proposed revision of the Interstate Commerce Act to further spell out the authority of the ICC regarding interstate rail passenger service.

While pointing out that "the duties of a railroad company doing business as a common carrier is that of providing reasonable adequate facilities for serving the public," he offered some proposals for some outside help for the passenger-carrying railroads:

"Recognizing that the standards set forth . . . will tend to increase the out-of-pocket operational expenses of the carrier, the examiner proposes that municipal corporations, or county governments where a community is unincorporated, should purchase its local depot property from the carrier and maintain said depot facilities at public expense."

He said state tax relief should also be granted to the railroads, that railroad labor should reexamine its contracts to meet the conditions of the

times, and that any existing passenger deficit "after honest, economical and efficient management," should be directly deducted from the carrier's income tax.

● **The SP case.** The ICC came into the Southern Pacific case on the basis of complaints that the railroad "over a period of years, consistently downgraded, discouraged the use of, and eroded the quality of its passenger rail service." The aim, according to the five complainant states, was to create intolerable service conditions to discourage passenger traffic. The resultant loss in revenues, they charged, would be used by the railroad as evidence to support its applications for discontinuance of certain trains.

Southern Pacific challenged the Commission's jurisdiction in the case, saying that the subject matter is not "cognate and germane to its regulatory powers."

Examiner Messer concluded that the Commission does have jurisdiction under section 12(1) to institute the investigative proceedings, and that under section 1(4) of the Interstate Commerce Act it has authority over passenger trains in interstate commerce.

The SP, according to the investigation, was found to be violation of section 1(4) of the Act "by failing to provide and furnish transportation upon reasonable request . . . and, in violation of section 1(5) of the Act by charging and collecting unjust and unreasonable charges for services that are not available."

At hearings, witnesses testified that running times of the "Sunset Limited" have increased in recent years, that the Pullman, lounge and dining cars have been removed, that equipment is often dirty, connections with other trains have been broken, and that it was difficult to get arrival information or reservations.

"While we still have laws to protect the treatment of dumb animals," Messer said, "the human beings riding the involved passenger trains are provided marginal eating and no sleeping facilities on a 2,033-mile run which takes 45 hours and 15 minutes to complete, if the train is on schedule."

In reply, SP said that it had invested some $50 million in new passenger equipment and locomotives in the 1950s —some $16.5 million for the "Sunset Limited"—and spent an average of $930,000 annually for passenger promotion. But that during the decade patronage declined by 47% and Pullman passenger revenues dropped by 75%. In 1966 the railroad showed a loss of $4,156,000 on the "Sunset" in out-of-pocket costs. Examiner Messer said allocated costs could not be counted, and that the real deficit was $2,046,000.

"THE LEVEL OF PATRONAGE ON RAILROADS HAS REACHED BEDROCK"

Messer said he did not share the conclusions of two special studies conducted for SP by the Stanford Research Institute and others "that the decline in intercity rail passenger traffic will continue unabated." He said today's passenger-train patrons, with few exceptions, are those who either have no choice in their mode of travel, or prefer rail travel.

"With the facilities and service what they are today, it is reasonable to conclude that the level of patronage on the nation's railroads has reached bedrock. Only the desperate and obstinate remain. Further decline in passengers can only be brought about by further train discontinuances. There are many ex-patrons who would joyfully return to an efficient passenger service."

Excerpts from the Examiner's report follow:

RECOMMENDATIONS

1. For the Commission to recognize its jurisdiction and exercise its authority under section 1(4) of the Act by requiring all passenger-trains operating in interstate or foreign comerce to observe, within 30 days after the effective date of the order in this proceeding, and pendente lite, certain minimal standards similar to the following:

(a) Trains operating over a line of railroad in excess of 250 miles must include in their consist facilities for meal service of no less a standard than that food service provided by an automat car.

(b) Every train engaged in transporting passengers in interstate commerce between the hours of 10 p.m. and 8 a.m. must include in its consist adequate sleeping-car accommodations.

(c) Trains whose transit-time is 12 hours or more must include in their consist adequate sleeping-car accommodations and a diner-lounge car as well as additional meal service when required.

(d) All cars used for the transportation of passengers must be equipped with air conditioning and heating facilities, lighting, rest rooms, and drinking water, all in good operational order. These cars must be maintained in clean and sanitary condition, both interior and exterior.

(e) The average speed of passenger trains must not be less than that of the carrier's most expedited freight train.

(f) No consolidation of passenger trains may be affected where the consolidation exceeds 1 hour in execution.

(g) No freight equipment other than so-called "head-end" cars may be added to a passenger-train consist without approval from this Commission.

Note: The standards set forth in (b) and (c) will not be applicable to an "all-coach train" service where the carrier provides alternate service with sleeping-car service. As an example, the Santa Fe's El Capitan and the Super Chief service.

It is not intended that these standards are all encompassing or messianic. The Commission's attitude in this matter should be flexible but determined. Suggestions and criticisms should be given careful consideration within the context of the Supreme Court's decision in *Alabama Comm'n* v. *Southern R. Co.*, 341 U. S. 341, where it said:

One of the duties of a railroad company doing business as a common carrier is that of providing reasonable adequate facilities for serving the public. This duty arises out of the acceptance and enjoyment of the powers and privileges granted by the State and endures so long as they are retained. It represents a part of what the company undertakes to do in return for them, and its performance cannot be avoided merely because it will be attended by some pecuniary loss.

2. Recognizing that the standards set forth above or variations thereof, will tend to increase the out-of-pocket operational expenses of the carrier, the examiner proposes that municipal corporations, or county governments where a community is unincorporated, should purchase its local depot property from the carrier and maintain said depot facilities at public expense. This would remove the property from the tax rolls and give the community the privilege and responsibility to maintain the depot property in a manner that will satisfy the citizens. Civic pride will guarantee that the property is properly maintained and red-cap service could be performed by civil servants for the convenience of the residents and travelers if desired. The carriers would staff the ticket and express offices and pay reasonable rent for the space occupied. If a community did not desire to enter into such a program the carrier could be authorized to remove it from their station list. A program of this type should

"TAKE PASSENGER DEFICITS OFF INCOME TAX"

solve many causes of dissatisfaction and complaints.

This program together with the State tax relief previously described would go a long way toward removing any deficit operation. Long-term municipal bonds could meet the financing problem. Any yard or servicing facilities could be rented by the carrier at a reasonable rate.

3. Railroad labor should reexamine their present agreements and renegotiate these contracts to meet the conditions of the times. If necessary, separate labor agreements should be drafted that are applicable to passenger-train service. This is a very serious responsibility under present-day conditions. A day's work for a day's pay is only fair. Equitable work rules should apply to the shop-crafts as well.

4. The separation rules should be revoked. They do not permit the allocation of costs in a true relationship. They are ambiguous at times, which results in various carriers applying these rules in different ways.

No expenses for passenger operations should be included in the annual Form A report. A separate report, perhaps designated Form A (1) should be submitted on passenger-train operations. It would be desirable if this report was submitted quarterly, on a non-cumulative basis, to permit current evaluation and quick response for corrective action where indicated. . . .

If, after honest, economical and efficent management, this report should still reflect a deficit, such deficit, or a reasonable percentage thereof, should be used as a direct reduction to the Federal income tax payable by the rail carrier.

5. A National Rail Passenger System should be created capable of meeting present and future intercity rail transportation requirements. This idea is not original with this examiner. Plans for such a system have been previously advanced and one such plan has been under consideration by the Department of Transportation (DOT) since its establishment, and before that by the Department of Commerce and this Commission.

The plan envisions a basic network of passenger rail service connecting the major urban centers and traversing and serving important rural areas. A tentative schematic outline of such a system is shown [see map]. Undoubtedly a detail study of passenger travel patterns will have to be made before an effective system can be established and, even then, it should be constantly under review for necessary changes or expansion.

Since this Commission has the responsibility to assure adequate rail passenger service the establishment of such a system should be its undertaking, with technical support furnished by DOT and other Federal agencies such as the Bureau of the Census. This should be a total effort on the part of both the Federal and State governments with the final determinations resting with this Commission.

DOT has such a plan before it which is being considered as a part of a master transportation coordination study. Since the full scope of such a master plan is so vastly complex, it is anticipated that the study will take several years to complete. The present passenger rail service cannot wait several years, and the recommendations made herein are designed to preserve the rail passenger service in the interim.

The system as outlined is not intended as a maximum, nor is it to be considered adequate to meet the public need. It is anticipated that the carriers, the States, and the public will come forth with constructive suggestions, as to needed revisions.

6. Section 1(15) of the act should be vigorously enforced where a particular rail carrier pleads financial inability to carry out its duties regarding the operation of passenger trains.

Section 1(15) reads in part:

Whenever the Commission is of opinion that shortage of equipment, congestion of traffic, or *other emergency* requiring immediate action exists . . ., the Commission shall have, and it is hereby given, authority . . . to make such just and reasonable directions with respect to car service without regard to the ownership as between carriers of locomotives, cars, and other vehicles during such emergency as in its opinion will best promote the service in the interest of the public and the commerce of the people, upon such terms of compensation as between the carriers as they may agree upon, or, in the event of their disagreement, as the Commission may after subsequent hearing find to be just and reasonable. (Emphasis added.)

Car service is described in section 1(10) as:

The term "car service" in this part shall include . . . the supply of trains, by any carrier by railroad subject to this part.

In U. S. v. Thompson, 58 Fed. Supp. 213, 216, the court said

The law places the burden on the Commission in the first instance *of determining the existence of an emergency* as a basis for the exercise of the extraordinary powers conferred by the Act without notice or hearing, and for the issuance of the order.

The Commission frequently deals with similar situations in the case of motor carriers. Many times a motor carrier has fallen into such a poor fiscal condition that it cannot properly fulfill its obligation to the public. The carrier negotiates a contract of sale and, pending the Commission's approval under section 5, the vendee is granted temporary authority to operate the vendee's authority to afford service to the public. An emergency affecting the public need is faced up to and met. The same should be done for passenger-train service under section 1(15).

The information to be found in the record, which necessarily has been only summarized in this report, deserves studious attention on the part of all. Contention of the parties as to fact or law not specifically discussed herein have been given consideration and found to be without material significance or not justified.

Ultimate Findings

1. That this Commission has jurisdiction under section 12(1) to institute the instant proceeding;

2. That this Commission has authority under section 1(4) to exercise jurisdiction and control over passenger-car and passenger-train service operating in interstate commerce;

3. That the service presently available on the Southern Pacific Company's passenger-trains Nos. 1 and 2, between California and Louisiana, is inadequate to meet the reasonable needs of the public, in violation of section 1(4) of the Interstate Commerce Act, by failing to provide sleeping-car facilities and appropriate eating accommodations for first-class passengers;

4. That the assessment and collection of special service charges in the absence of special services is in violation of section 1(5) of the Interstate Commerce Act.

In an appendix to the report, Examiner Messer listed recommendations for passenger services nationally:

PROPOSAL FOR NATIONAL RAIL PASSENGER SYSTEM

(a) Section 1(18) of Part I of the Interstate Commerce Act is amended by adding at the end thereof the following:

"(d) The Commission is hereby authorized and directed, in cooperation with the Department of Transportation,

(Continued on page 62)

Fourth Quarter and Twelve Months Figures of Calendar Year 1967

(Dollar figures are stated in thousands: i.e., with last three digits omitted)

Name of Road		Average mileage operated during Period	Operating Revenues: Freight	Pass.	Total (inc. misc.) 1967	Total (inc. misc.) 1966	Operating Expenses: Maint. Way and Structures: Total 1967	Total 1966	Deprec. and Retirements	Maint. Equipment: Total 1967	Total 1966	Deprec. and Retirements	Traffic	Transportation	Total 1967	Total 1966	Operating ratio 1967	Operating ratio 1966	Net from railway operation	Railway tax accruals	Net Railway operating income 1967	Net Railway operating income 1966
Akron, Canton & Youngstown	3 mos.	171	1940	----	1982	1861	244	231	20	409	324	152	113	704	1,546	1,412	78.0	75.9	436	215	302	291
	12 mos.	171	7,005	----	7,279	7,436	1,010	937	78	1,424	1,320	624	464	2,636	5,927	5,615	81.4	75.5	1,352	732	1,036	1,046
Ann Arbor	3 mos.	293	2,124	2	2,166	2,138	189	188	21	372	489	141	55	1,081	1,760	1,882	81.3	88.0	405	173	77	—118
	12 mos.	293	8,617	2	8,931	9,125	816	964	90	1,565	1,880	570	223	4,357	7,229	7,875	80.9	86.3	1,702	692	378	—288
Atchison, Topeka & Santa Fe	3 mos.	12,919	151,786	6,993	171,171	181,076	21,323	24,755	2,429	35,115	36,444	11,363	4,885	63,452	132,219	140,421	77.2	77.6	38,952	17,618	18,936	19,463
	12 mos.	12,921	571,875	32,793	663,494	704,662	93,072	95,360	9,858	142,541	140,404	44,886	19,605	257,738	544,852	542,141	82.1	76.9	118,642	61,805	50,750	78,883
Baltimore & Ohio	3 mos.	5,748	99,249	1,336	106,308	105,316	12,650	10,717	1,749	15,247	15,683	2,636	2,788	42,977	80,374	77,858	75.6	73.9	25,934	7,267	4,001	6,545
	12 mos.	5,748	381,576	6,842	411,809	416,107	48,018	48,733	6,654	63,926	65,570	10,289	10,559	164,293	312,516	308,660	75.9	74.2	99,293	29,209	14,790	30,204
Bangor & Aroostook	3 mos.	542	2,779	60	2,911	2,925	619	666	81	1,105	1,072	410	86	1,007	3,062	3,075	105.2	105.1	—151	276	17	220
	12 mos.	543	13,139	245	13,696	13,089	2,848	3,015	290	4,385	4,209	1,747	351	4,351	12,901	12,739	94.2	97.3	795	1,131	1,623	2,007
Bessemer & Lake Erie	3 mos.	201	9,391	----	11,327	8,889	797	758	138	1,281	1,050	137	182	4,019	6,850	4,343	60.5	48.9	4,477	2,486	2,474	2,869
	12 mos.	201	33,037	----	35,379	35,302	4,548	3,417	520	4,842	4,307	—176	699	9,120	21,542	17,303	61.1	49.0	13,838	8,909	7,385	10,467
Boston & Maine	3 mos.	1,529	13,791	1,123	16,303	16,032	2,179	2,333	604	2,717	2,370	631	354	7,475	13,719	13,039	84.2	81.3	2,584	1,122	334	357
	12 mos.	1,529	52,536	4,260	62,615	62,354	8,208	8,307	1,824	9,694	8,790	2,534	1,389	28,861	51,441	49,570	82.1	79.5	11,201	4,797	695	2,847
CPR Lines in Maine	3 mos.	234	952	56	1,079	1,238	207	311	59	199	297	54	66	432	1,032	1,218	95.6	98.3	47	71	—249	—209
	12 mos.	234	5,293	288	5,843	6,629	965	1,186	236	939	1,159	216	243	1,840	4,452	4,832	76.2	72.9	1,391	300	—1	497
Central of Georgia	3 mos.	1,749	11,575	191	12,318	11,743	2,369	2,258	227	2,650	1,953	700	317	4,716	10,947	10,593	88.9	90.2	1,372	308	591	164
	12 mos.	1,749	42,691	879	45,732	48,946	9,650	9,957	763	9,904	8,315	2,811	1,536	19,195	44,010	43,304	96.2	88.5	1,722	865	—1,654	949
Central RR of New Jersey	3 mos.	594	9,674	855	12,001	12,957	1,555	1,891	292	2,200	2,162	441	359	6,418	11,601	12,303	96.7	95.0	500	985	—2,993	—1,801
	12 mos.	577	37,596	3,778	48,322	53,433	5,913	6,321	1,319	9,277	9,775	1,797	1,416	26,109	46,260	48,535	95.7	90.8	2,062	4,380	—9,381	—4,853
Central Vermont	3 mos.	382	1,851	9	1,987	1,893	484	407	53	134	231	4	40	861	1,616	1,623	81.3	85.7	371	170	—16	—178
	12 mos.	382	7,703	3	8,095	8,506	1,981	1,832	228	1,124	1,092	73	146	3,507	7,419	7,272	91.7	85.5	676	710	—1,037	—679
Chesapeake & Ohio	3 mos.	5,128	94,353	1,071	101,363	104,080	10,855	10,653	1,608	19,659	18,503	6,510	2,854	39,627	79,031	80,180	78.0	77.0	22,272	4,309	15,933	14,158
	12 mos.	5,128	370,830	4,503	397,214	397,198	42,556	41,853	6,007	75,856	73,602	25,334	10,554	157,455	310,708	307,126	78.2	77.3	86,507	32,189	48,588	47,636
Chicago & Eastern Illinois	3 mos.	862	10,348	291	11,165	10,607	3,244	1,434	460	2,199	2,046	568	411	4,210	10,816	8,714	96.9	82.2	349	771	—1,648	377
	12 mos.	862	38,698	1,262	42,083	41,781	8,378	5,135	811	7,922	7,212	2,247	1,592	16,380	37,145	32,477	88.3	77.7	4,938	3,019	—2,522	3,218
Chicago & Illinois Midland	3 mos.	121	1,312	----	1,357	1,881	97	101	22	246	234	36	6	365	786	912	57.9	48.5	571	132	374	465
	12 mos.	121	5,373	----	5,556	7,446	479	457	87	934	945	143	27	1,499	3,507	3,812	63.1	51.2	2,049	982	796	1,394
Chicago & North Western	3 mos.	10,180	57,183	4,977	64,515	61,589	11,050	9,021	2,594	11,286	9,477	3,670	1,915	30,862	60,937	42,855	94.5	79.3	3,578	4,472	—5,970	3,535
	12 mos.	10,179	212,271	19,955	242,011	242,561	40,292	36,331	6,680	41,790	38,762	13,885	7,702	105,938	211,016	191,450	87.2	78.9	30,994	18,799	—9,856	13,808
Chicago, Burlington & Quincy	3 mos.	8,538	62,149	4,110	72,512	76,323	7,632	9,864	1,238	12,402	11,438	4,313	2,298	28,413	54,957	59,149	75.8	77.5	17,555	7,249	8,520	7,962
	12 mos.	8,538	233,803	18,125	277,084	289,622	32,993	36,403	5,220	50,688	50,848	17,055	9,147	115,814	225,552	227,623	81.4	78.6	51,532	23,900	18,757	28,706
Chicago Great Western	3 mos.	1,411	7,257	----	7,580	7,944	870	989	244	1,280	1,272	405	373	2,901	5,789	5,943	76.4	74.8	1,791	617	350	464
	12 mos.	1,418	27,536	----	28,686	31,257	4,113	4,251	730	5,185	5,323	1,610	1,472	11,107	23,173	23,655	80.8	75.7	5,513	2,555	—784	1,658
Chic., Milw., St. Paul & Pacific	3 mos.	10,511	57,390	2,692	66,219	66,725	7,784	10,978	1,310	10,532	10,147	3,382	1,836	26,547	50,779	54,468	76.7	81.6	15,440	5,385	5,142	2,510
	12 mos.	10,511	220,468	11,197	256,387	259,217	33,333	37,358	5,358	40,089	39,292	13,134	7,135	106,894	204,185	205,886	79.6	79.4	52,201	22,083	11,439	16,344
Chicago, Rock Island & Pacific	3 mos.	7,275	49,852	1,995	55,313	57,559	5,697	8,446	—1,046	10,058	10,781	2,234	1,506	25,360	45,414	50,051	82.1	87.0	9,899	3,950	—682	—1,877
	12 mos.	7,360	197,783	8,489	221,885	230,366	31,427	31,323	3,278	40,067	39,634	9,065	6,638	99,328	190,756	190,090	86.0	82.5	31,129	17,676	—14,049	1,228
Clinchfield	3 mos.	306	7,460	----	7,510	7,148	869	551	79	1,126	831	611	249	2,051	4,548	3,768	60.6	52.7	2,962	729	2,490	2,925
	12 mos.	306	30,278	----	30,513	28,182	3,242	2,777	284	4,578	3,786	2,279	982	8,370	18,150	15,780	59.5	56.0	12,363	2,810	10,199	10,093
Colorado & Southern	3 mos.	708	3,603	18	3,667	4,308	506	512	49	591	765	273	31	1,101	2,529	3,562	69.0	82.7	1,138	395	650	331
	12 mos.	708	13,918	215	15,169	16,412	1,964	2,131	210	2,729	3,101	1,189	319	5,987	12,301	13,553	81.1	82.6	2,869	1,363	1,454	1,371
Ft. Worth & Denver	3 mos.	1,362	5,213	—9	5,386	6,106	549	573	85	555	705	147	110	1,803	3,461	4,522	64.3	74.1	1,925	121	1,191	592
	12 mos.	1,362	17,182	305	18,831	23,788	2,507	2,862	423	2,991	3,086	601	746	7,839	15,882	18,136	84.3	76.2	2,948	1,167	—246	1,456
Delaware & Hudson	3 mos.	734	9,846	285	10,318	10,614	1,399	1,272	180	2,214	1,970	575	343	3,766	8,391	7,896	81.3	74.4	1,926	1,169	830	1,665
	12 mos.	734	39,257	1,267	41,583	42,218	5,170	4,907	738	9,274	8,314	2,421	1,393	15,050	33,603	31,644	80.8	75.0	7,980	4,716	3,398	5,764
Denver & Rio Grande Western	3 mos.	2,153	21,479	328	22,115	23,101	2,018	2,538	431	3,468	3,392	1,320	785	7,669	15,374	15,829	69.5	68.5	6,741	2,348	4,102	4,179
	12 mos.	2,153	84,621	2,205	88,334	90,365	9,922	9,736	1,418	13,886	13,652	5,308	3,173	29,965	62,446	62,067	70.7	68.7	25,889	11,196	13,958	14,940
Detroit & Toledo Shore Line	3 mos.	50	1,708	----	1,850	1,849	269	195	73	244	257	106	67	596	1,268	1,236	68.6	66.8	582	173	244	210
	12 mos.	50	6,068	----	6,595	6,784	725	601	112	975	987	435	268	2,475	4,825	4,696	73.2	69.2	1,770	548	572	652
Detroit, Toledo & Ironton	3 mos.	467	5,889	----	6,347	7,094	545	466	105	1,448	1,516	673	227	2,251	4,801	4,905	75.6	69.1	1,546	456	392	1,222
	12 mos.	467	23,512	----	24,106	27,859	2,162	2,480	325	5,693	5,841	2,857	847	8,864	18,841	19,265	75.0	69.2	6,265	1,932	2,296	4,778

Fourth Quarter and Twelve Months Figures of Calendar Year 1967

(Dollar figures are stated in thousands: i.e., with last three digits omitted)

Name of Road		Average mileage operated during Period	Operating Revenues: Freight	Pass.	Total (inc. misc.) 1967	Total (inc. misc.) 1966	Operating Expenses: Maint. Way and Structures: Total 1967	Total 1966	Deprec. and Retirements	Maint. Equipment: Total 1967	Total 1966	Deprec. and Retirements	Traffic	Transportation	Total 1967	Total 1966	Operating ratio 1967	Operating ratio 1966	Net from railway operation	Railway tax accruals	Net Railway operating income 1967	Net Railway operating income 1966
Duluth, Missabe & Iron Range	3 mos.	511	5,683	----	6,284	6,399	1,562	1,763	576	1,538	1,661	539	59	2,320	6,041	6,573	96.1	102.7	243	154	259	—70
	12 mos.	511	29,524	----	33,023	37,850	5,716	5,171	1,141	5,485	5,625	2,159	218	9,308	23,737	23,948	71.9	63.3	9,287	5,746	4,280	6,778
Duluth, Winnipeg & Pacific	3 mos.	174	2,465	----	2,475	1,746	487	256	23	142	129	3	38	758	1,510	1,279	60.9	73.3	965	160	425	—362
	12 mos.	174	8,554	----	8,674	7,995	1,589	1,119	69	536	645	10	151	2,985	5,487	4,851	63.2	60.7	3,187	829	958	826
Elgin, Joliet & Eastern	3 mos.	205	10,042	----	14,157	12,718	924	1,060	90	2,107	1,833	380	160	5,276	9,760	8,912	68.9	69.7	4,397	2,390	1,523	1,279
	12 mos.	205	35,670	----	51,033	52,474	4,931	4,673	407	8,292	7,554	1,496	598	19,165	37,817	35,406	74.1	67.4	13,216	7,860	3,681	5,363
Erie Lackawanna	3 mos.	2,877	51,868	2,598	59,725	61,721	7,177	6,301	1,687	10,323	10,021	2,387	1,309	26,516	48,560	47,797	81.3	77.4	11,165	4,745	1,445	5 874
	12 mos.	2,881	192,852	10,020	223,842	235,797	27,642	25,714	5,138	39,561	37,257	9,753	5,193	109,591	187,893	185,291	83.9	78.6	35,949	18,171	—208	16,362
Florida East Coast	3 mos.	571	6,610	9	6,699	6,186	1,688	1,613	297	888	872	329	134	2,484	5,542	4,673	82.7	75.5	1,157	308	130	155
	12 mos.	572	23,272	39	23,676	23,975	5,544	5,137	782	3,724	3,924	1,327	608	7,737	19,210	18,658	81.1	77.8	4,466	2,040	23	221
Georgia Railroad	3 mos.	331	2,094	25	2,338	2,475	361	321	47	398	380	106	142	909	1,956	1,997	83.7	80.7	382	116	101	320
	12 mos.	331	9,070	85	10,094	9,566	1,395	1,307	160	1,648	1,636	410	570	3,872	8,056	7,896	79.8	82.5	2,038	592	867	986
Grand Trunk Western	3 mos.	946	16,200	701	18,227	17,356	1,947	2,703	227	2,042	2,726	192	399	8,323	13,763	14,443	75.5	83.2	4,464	1,574	—755	—1,769
	12 mos.	946	59,847	2,225	66,873	66,369	8,402	8,337	791	9,685	9,382	770	1,578	31,969	55,640	52,382	83.2	78.9	11,233	6,273	—9,355	—4,108
Great Northern	3 mos.	8,282	60,027	2,191	66,863	70,639	8,807	9,190	1,363	11,478	10,964	3,372	2,056	26,419	53,130	53,389	79.5	75.6	13,733	7,860	4,767	7,508
	12 mos.	8,282	232,925	9,556	260,243	281,177	39,767	37,992	4,945	45,330	45,227	13,068	7,750	103,128	212,853	207,857	81.8	73.8	47,390	27,452	15,592	32 288
Gulf, Mobile & Ohio	3 mos.	2,734	21,616	536	23,479	23,943	2,672	2,965	294	4,509	4,463	1,149	796	7,893	16,859	17,106	71.8	71.4	6,621	2,312	2,675	2,552
	12 mos.	2,739	84,745	2,126	92,151	90,947	11,271	11,453	1,135	17,892	17,292	4,882	3,349	30,688	67,181	66,537	72.9	73.2	24,971	8,510	10,433	10,218
Illinois Central	3 mos.	6,714	68,511	6,124	79,073	78,871	9,709	9,300	1,258	12,293	13,092	3,777	2,078	29,431	59,181	58,881	74.8	74.7	19,892	8,428	7,318	9,738
	12 mos.	6,637	256,144	23,975	299,152	295,989	37,956	38,808	5,270	50,915	54,546	14,968	8,377	116,261	232,364	231,420	77.7	78.2	66,788	30,439	21,316	25,061
Illinois Terminal	3 mos.	340	2,082	----	2,318	2,663	355	293	13	570	465	133	127	1,105	2,354	2,047	101.5	76.7	—36	255	—632	169
	12 mos.	340	8,506	----	9,513	10.479	1,183	1,110	44	1,838	1,759	455	512	3.948	8,231	7,894	86.5	75.3	1,282	854	—712	954
Kansas City Southern	3 mos.	894	9 653	196	10,967	12,483	1,117	1,301	170	1,908	1,779	773	361	3,858	7,787	8,058	71.0	64.6	3,180	834	1,579	1,872
	12 mos.	894	39,237	1,027	44,860	50.373	4,181	4,681	684	7,792	6,964	2,871	1,424	15.929	31,415	31,391	70.0	62.3	13,445	3,521	6,158	8,180
Lake Superior & Ishpeming	3 mos.	103	1,433	----	1,770	1,638	252	369	71	390	371	196	16	536	1,260	1,425	71.2	87.0	510	294	338	115
	12 mos.	103	5,347	----	6,706	6,685	1,110	1,120	279	1,473	1,469	776	37	1,960	4,953	4,971	73.8	74.4	1,753	936	913	1,164
Lehigh Valley	3 mos.	958	10,995	----	11,300	11,703	1,255	1,323	247	1,597	1,556	370	398	5,395	9,392	9,682	83.1	82.7	1,908	900	—419	—45
	12 mos.	958	43,393	----	44,957	45,293	5,309	4,908	1,099	6,314	6.398	1,239	1,548	22,483	38,584	38,153	85.8	84.2	6,373	3.798	—2,613	—1,366
Long Island	3 mos.	322	2,283	17,274	20,319	19,849	2,609	3,040	282	6.105	4,939	1,037	171	13,032	23,042	19,987	113.4	100.7	—2,723	1,309	—5,015	—1,014
	12 mos.	322	8,948	68,637	80.766	79,370	11,834	11,422	1,109	19,270	16,858	2,374	766	46,334	82,781	75.933	102.5	95.7	—2,015	5,183	—10,837	—4,332
Louisiana & Arkansas	3 mos.	746	6,302	151	6,871	7,117	824	809	73	1,043	1,064	424	296	2,187	4,682	4,934	68.1	69.3	2,189	633	814	1,218
	12 mos.	746	25,457	613	27,812	28.447	3,018	3,627	299	4,332	4,128	1,744	1,165	9,456	19,253	19,680	69.2	69.2	8,559	3,451	2,645	4,359
Louisville & Nashville	3 mos.	5,573	69,115	1,015	72,881	77,655	9,082	6,581	1,537	15,274	15,171	6,785	1,837	27,928	58,227	56,968	79.9	73.4	14,654	5,423	9,768	11,792
	12 mos.	5,501	267,528	4,552	285,365	292,216	38,048	33,288	4,978	60,176	58,003	26,519	7,389	110,020	231,225	222,591	81.0	76.2	34,141	20,147	31,411	38 202
Maine Central	3 mos.	921	5,911	2	6,035	5,828	1,101	1,197	94	1,242	1,093	293	118	2,077	4,933	4,707	81.8	80.8	1,096	409	513	555
	12 mos.	921	23,277	11	23,853	22,839	4,472	4,426	350	4,814	4,450	1,177	450	8,411	19,578	18,482	82.1	80.9	4,274	1,651	1,714	2,185
Missouri-Illinois	3 mos.	444	1,613	----	1,638	1,662	126	222	10	560	442	304	44	364	1,163	1,442	71.0	68.7	475	184	1,020	942
	12 mos.	444	6,201	----	6,285	5,970	497	585	31	2,084	1,749	1,214	187	1,417	4,500	4,179	71.6	70.0	1,785	930	3,579	3,338
Missouri-Kansas-Texas	3 mos.	2,789	14,267	----	14,795	13,644	2,538	3,111	262	3,076	2,452	508	729	5,802	12,867	12,368	87.0	90.6	1,928	1,017	—2,006	—1,537
	12 mos.	2,960	54,710	----	56,858	54,819	10,273	10,824	1,075	9,241	10,728	2,117	2,808	22,648	47.847	48,713	84.2	88.9	9,010	4,650	—5,160	—5,335
Missouri Pacific	3 mos.	9,041	74,157	903	81,267	85,337	11,106	12.836	1,473	13,206	14,595	3,457	1,957	28,904	59,090	64,367	72.7	75.4	22,178	5,767	9,331	7,879
	12 mos.	9,019	289,320	4,099	318,329	324,696	43,205	45,196	4,650	53,197	53,892	14,046	7,750	111,783	231.744	236,127	72.8	72.7	86,585	25 564	33,649	36,118
Monon	3 mos.	541	4,967	7	5,198	5,704	623	628	85	796	809	227	247	1,821	3,858	4,054	74.2	71.1	1,340	362	503	904
	12 mos.	541	18,432	198	19,799	21,101	2,459	2.601	262	3,185	3,150	870	944	7,392	15,495	15,753	78.3	74.7	4,303	1,408	1,285	2,615
New York Central	3 mos.	9,728	132,321	10,013	161,472	168,205	14,173	17,351	2,308	26,876	28,445	7,049	3,337	78,112	130,295	137,136	80.7	81.5	31,177	12,804	2,562	14,249
	12 mos.	9,738	512,271	40,998	636,006	670,206	67,915	73,141	12.208	109,601	109,393	28,404	13,390	307,299	530,368	534,515	83.4	79.8	105,638	46,628	3,056	57,130
Pittsburgh & Lake Erie	3 mos.	209	7,850	23	8.449	7,845	669	851	138	2.313	2,223	1,101	261	3,044	6,894	6,953	81.6	88.6	1,555	2,036	4,243	3,626
	12 mos.	209	29,897	109	32,013	33,936	3,433	3,608	733	10,183	9,945	4,537	979	11,954	28,898	28,747	90.3	84.7	3.115	8,140	12,761	14,886
New York, New Haven & Hartford	3 mos.	1,547	15,296	9,534	30,445	31,307	3,852	5,213	967	5,762	5,737	1,313	552	15,115	27,440	29,670	90.1	94.8	3,006	2,733	—2,959	—3,668
	12 mos.	1,552	62,105	36,484	120,105	125,645	17,337	18.265	3,417	24,455	23,404	5,092	2.366	62,786	115,655	115,436	96.3	91.9	4,450	10,231	—20,179	—13,044

(Continued on page 54)

RPI

Box cars, hopper cars, gondola cars, flat cars, slave cars, depressed cars, tie cars, yard cleaning cars, pulpwood cars. We build cars for almost every imaginable purpose. One of a kind or one hundred of a kind. And every one built well. But even with all that specialized car building experience, we still get asked to build multi-purpose cars.

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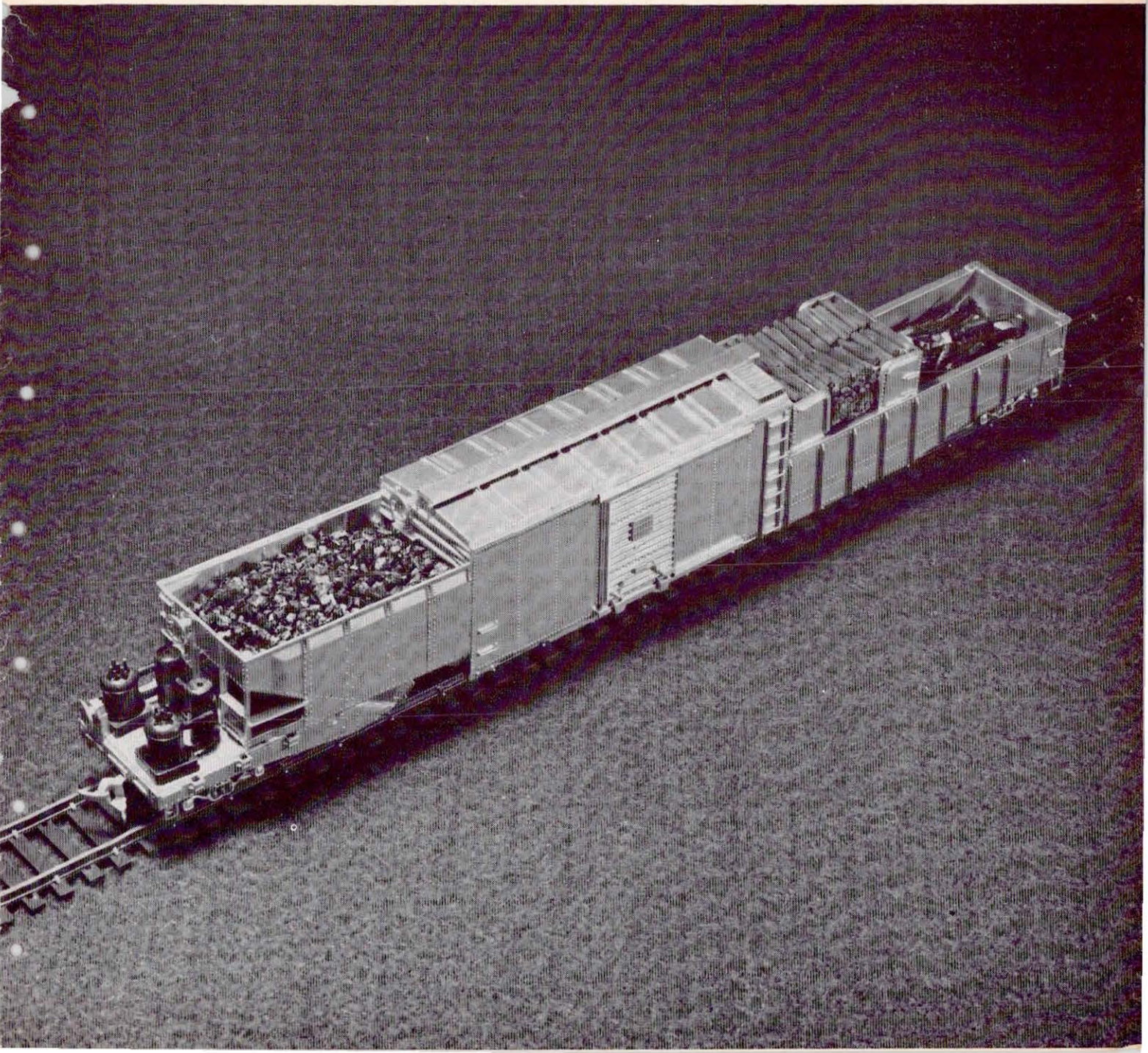
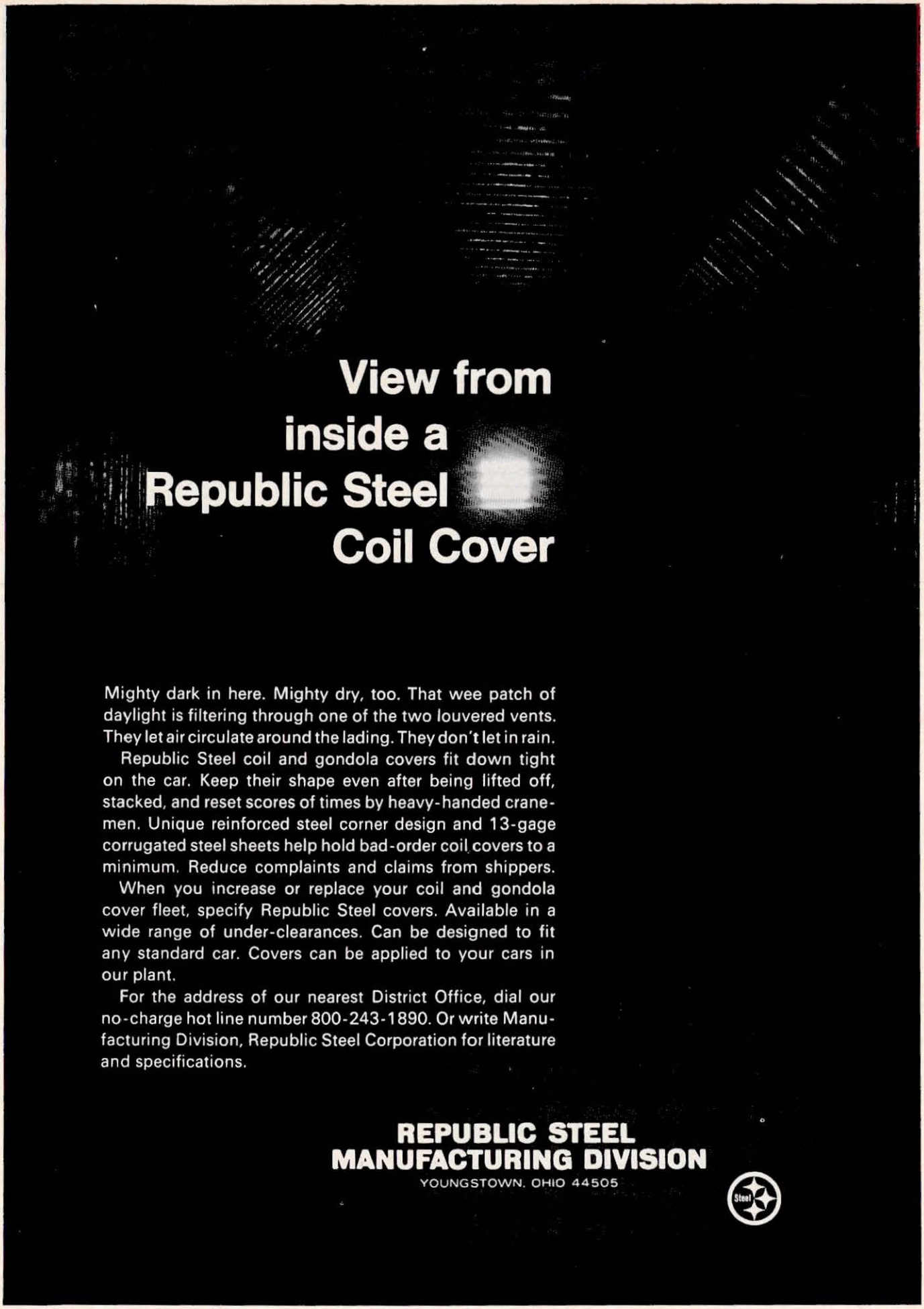


Fourth Quarter and Twelve Months Figures of Calendar Year 1967

(Dollar figures are stated in thousands: i.e., with last three digits omitted)

Name of Road		Average operated mileage during Period	Operating Revenues: Freight	Pass.	Total (inc. misc.) 1967	Total (inc. misc.) 1966	Operating Expenses: Maint. Way and Structures: Total 1967	Total 1966	Deprec. and Retirements	Maint. Equipment: Total 1967	Total 1966	Deprec. and Retirements	Traffic	Transportation	Total 1967	Total 1966	Operating ratio 1967	Operating ratio 1966	Net from railway operation	Railway tax accruals	Net Railway operating income 1967	Net Railway operating income 1966
Norfolk & Western	3 mos.	7,583	143,650	798	151,397	159,054	13,784	16,448	2,599	23,799	24,975	10,451	3,155	56,522	106,546	109,670	70.4	69.0	44,852	10,260	26,305	34 737
	12 mos.	7,587	563,380	3,660	594,178	613,985	57,706	59,305	9,539	94,550	94,692	40,266	12,811	220,712	416,138	410,781	70.0	66.9	178,040	45,477	104,770	128,518
Norfolk Southern	3 mos.	624	2,805	----	2,897	2,478	466	462	69	444	438	179	146	888	2,166	2,072	74.2	83.6	731	178	312	23
	12 mos.	624	10,214	----	10,533	9,398	1,914	1,680	280	1,725	1,540	671	589	3,350	8,506	7,790	80.8	82.9	2,027	780	529	345
Northern Pacific	3 mos.	6,784	48,440	1,487	52,430	54,449	8,263	9,181	1,073	8,776	8,044	3,083	1 630	21,108	43,572	43,571	83.1	80.0	8,858	2,832	7,353	5,176
	12 mos.	6,747	179,507	6,500	197,215	210,190	30,538	32,944	3,829	37,556	36,169	12,149	6,223	82,556	171,402	168,698	86.9	80.3	25,813	17,484	13,326	21,011
Northwestern Pacific	3 mos.	324	2,461	2	2,470	1,852	—8	1,395	471	147	169	3	20	952	1,191	2,430	48.2	131.3	1,279	408	297	—855
	12 mos.	326	9,133	13	9,222	9,201	2,634	3,565	643	560	629	11	78	3,223	6,851	7,650	74.3	83.1	2,371	959	—682	—946
Pennsylvania	3 mos.	9,499	185,058	18,529	227,784	234,489	24,141	21,713	5,208	37,441	39,853	9,424	3,243	100,377	177,005	183,762	77.7	78.4	50,778	18,026	8,448	14,512
	12 mos.	9,543	702,422	73,963	873,825	907,679	93,290	88,321	18,600	150,210	151,017	37,717	13,237	398,151	702,968	708,563	80.4	78.1	170,857	68,306	14,469	55,528
Penn-Reading Seashore Lines	3 mos.	322	1,727	46	1,890	2,028	381	197	82	347	356	84	12	1,295	2,125	2,095	112.4	103.3	—235	143	—842	—652
	12 mos.	329	6,932	239	7,659	7,924	1,590	1,512	308	1,509	1,576	295	56	5,313	8,945	9,081	116.8	114.6	—1,286	631	—3,785	—3,603
Piedmont & Northern	3 mos.	150	1,753	----	1,802	1,668	155	169	18	149	123	32	110	371	931	894	51.8	53.6	868	403	283	327
	12 mos.	150	6,766	----	6,984	6,837	626	587	75	523	452	132	436	1,494	3,666	3,459	52.5	50.6	3,317	1,491	1,088	1 072
Reading	3 mos.	1,231	22,160	1,795	26,330	26,884	3,874	3,468	674	5,450	4,687	1,689	691	11,379	23,261	21,305	88.3	79.2	3,070	2,060	—8	2,479
	12 mos.	1,232	81,442	6,695	100,559	104,821	14,654	14,573	2,453	20,129	18,333	6,660	2,923	43,772	88,783	84,460	88.3	80.6	11,779	8,051	—1,673	7,732
Richmond, Fred. & Potomac	3 mos.	118	4,356	912	6,124	6,606	542	453	106	1,159	723	435	95	2,126	4,416	4,124	72.1	62.4	1,708	1,003	733	1,458
	12 mos.	118	17,565	4,246	25,508	27,389	2,176	2,167	401	3,793	3,616	1,171	366	8,866	17,093	17,365	67.0	63.4	8,409	4,554	3,230	4,336
St. Louis-San Francisco	3 mos.	4,577	36,458	61	38,063	36,454	4,716	4,065	825	5,147	4,542	2,075	1,352	13 593	26,846	25,131	70.5	68.9	11,216	3,613	5,437	5,199
	12 mos.	4,599	140,090	430	147,029	143,610	19,611	19,749	2,731	20,964	19,733	7,921	5,384	54,259	108,734	104,835	74.0	73.0	38,294	14,268	16,922	17,529
St. Louis Southwestern	3 mos.	1,565	25,214	----	25,488	24,632	3,467	2,253	265	4,721	5,005	1,944	628	8,419	17,717	17,127	69.5	69.5	7,771	1,149	7,091	5 115
	12 mos.	1,565	95,888	1	96,835	95,097	8,914	8,572	959	15,645	15,331	7,557	2,602	32,079	61,867	61,476	63.9	64.6	34,967	10,489	26 678	21 561
Seaboard Coast Line	3 mos.	9,306	95,170	5,064	106 002	102,007	12,435	10,684	1,487	19,999	18,207	6,194	3,540	41,894	84,622	77 859	79.8	76.3	21,380	8,750	5,789	10,925
	12 mos.	8,604	368,195	24,034	417,396	404,116	51,169	49,244	5,822	77,590	73,144	25,472	15,217	161,436	330,017	312,105	79.1	77.2	87,379	31,740	29,941	40,286
Soo Line	3 mos.	4 602	20,800	4	21,293	22,634	3,331	3,815	382	2,927	2,865	829	732	8,237	16,351	17,198	76.8	76.0	4,939	596	2,967	1,875
	12 mos.	4,602	83,649	17	85,777	92,849	14,396	14,587	1,337	12,564	12,251	3,451	2,893	34,629	68,845	68,202	80.3	73.5	16,931	6,127	4,615	9,102
Southern Railway	3 mos.	6 253	77,321	995	81,733	79,915	8,458	9,519	1,280	12,089	12,896	1,787	2,006	25,853	52,710	54,739	64.5	68.5	29,029	8,175	15,711	11,333
	12 mos.	6,253	295,278	5,176	314,770	316,335	34,175	34 901	4,676	52,586	52,344	14,042	8,114	102,816	215,326	215,213	68.4	68.0	99,445	30,639	47,504	42,711
Alabama Great Southern	3 mos.	327	5,070	64	5 5 .7	4,646	624	795	107	1,035	1,023	355	130	1,790	3,839	3,984	69.1	85.8	1,718	408	950	—40
	12 mos.	327	19,024	386	20,975	19,735	2,537	2,507	434	4,019	3,960	1,323	527	6,992	15,205	14,509	72.5	75.5	5,769	1,591	2,626	1,751
Cinn., New Orleans & Tex. Pac.	3 mos.	337	10,144	62	10,833	12,199	1,267	951	240	2,044	2,515	666	288	3,421	7,511	7,686	69.6	63.0	3,292	1,080	2,560	3,344
	12 mos.	337	39,759	408	42.572	44,565	4,867	4,176	970	9,721	9,971	3,564	1,157	13,462	31,363	30,683	73.7	68.9	11,212	4,379	8,318	9,580
Georgia Southern & Florida	3 mos.	395	3,838	----	3,939	2,984	348	308	40	169	182	26	68	845	1,555	1,497	39.5	50.2	2,384	299	1,115	314
	12 mos.	395	11,224	10	11,592	10,517	1,718	1,397	190	1,097	818	114	264	3,317	6,903	6,143	59.6	58.4	4,689	630	669	717
New Orleans and Northeastern	3 mos.	203	2,796	53	3,034	2,891	389	344	57	652	637	287	76	1,081	2 382	2,204	78.5	76.2	652	426	226	223
	12 mos.	203	10,687	303	11,592	11,481	1,672	1,648	252	2,603	2,598	1,149	311	3,960	9,353	9,221	80.0	80.3	2,334	1,276	993	997
Southern Pacific	3 mos.	11,764	189,774	3,592	202.363	200,321	24,631	27,815	3,056	33.113	41,564	13,081	3,378	79,185	150,432	163,966	74.3	81.9	51,931	24,826	17,226	9,667
	12 mos.	11,725	749,278	15,442	793,309	822,355	90,983	101,141	10,653	156,475	166,181	54,393	13,291	322,169	626,185	641,468	78.3	78.0	173,124	82,172	52,521	62,060
Spokane, Portland & Seattle	3 mos.	922	9,282	130	10,022	10,118	1,496	1,414	29	1,586	1,541	370	126	4 336	7,995	7,481	79.8	73.9	2,028	1,075	293	1,420
	12 mos.	922	36,471	737	39,720	40,492	5,564	5,307	560	6,115	6,112	1,639	501	15.758	29,707	29,078	74.8	71.8	10,013	5,018	2,397	4,724
Texas & Pacific	3 mos.	2 016	17,583	205	19,656	19,098	2,623	2,968	433	3.345	3,281	1,162	653	7,496	15,017	15,384	76.4	80.6	4,639	1,356	1,956	917
	12 mos.	1,943	66,526	1,016	74,031	74,602	9,772	11,269	1,307	13,364	12,464	4,349	2,603	28,977	58,236	58,917	78.7	79.0	15,794	4,668	5,296	5,004
Toledo, Peoria & Western	3 mos.	239	1,898	----	2,037	2,226	310	218	69	188	174	49	173	753	1,573	1,519	75.4	68.2	514	162	132	201
	12 mos.	239	7,620	----	8,289	8,459	1,054	979	134	715	672	197	684	2,963	6,058	5,858	73.1	69.3	2,231	730	535	650
Union Pacific	3 mos.	9,489	137,281	4,101	151 350	153 264	18 232	19,348	1 615	25,866	27,343	11,829	4,035	55,903	113,103	114,859	74.7	74.9	38,241	10,833	26 074	24,653
	12 mos.	9,489	515,751	18,418	571,020	589,138	65,964	72,203	6,548	106,627	103,063	47,926	15,221	208,717	428,965	425,002	74.7	72.1	145,054	58,754	81,453	86,256
Western Maryland	3 mos.	866	11,596	----	12,038	12,710	1,526	1 833	186	2,880	3,140	919	435	4 345	9,805	10,692	81.1	84.1	2,282	1,140	2,307	2,410
	12 mos.	866	44,974	----	47,078	50,453	6,995	7,263	766	11,340	11,955	3,629	1,727	16,936	33,630	40,652	84.2	80.6	7,449	4,452	7,791	8,304
Western Pacific	3 mos.	1,176	13,881	413	14,650	16,361	2,185	1,830	277	2,956	2,721	956	852	5,564	12,980	12,937	88.6	79.1	1,670	442	850	1,739
	12 mos.	1,176	55,561	2,143	59,051	63,951	8,593	7,510	1,118	11,290	10,231	5,681	3.467	22,348	51,163	48,299	86.6	75.5	7,888	2,283	3,999	8,344



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Philip H. Davies
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Herbert W. Blank
C&O

J. J. Conner, Jr.
C&O-B&O

James E. Sell
B&O

PEOPLE IN THE NEWS

ASSOCIATION OF AMERICAN RAILROADS.—John L. McNab, assistant engineer, Communication & Signal Section, promoted to engineer of that section, at Chicago, succeeding **Ivan H. Loucks,** who retired March 31.

CANADIAN NATIONAL.—John L. Toole, vice president, accounting and finance, Montreal, in addition, appointed chairman, Investment Division (RA, April 22, p. 7).

Philip H. Davies, senior assistant treasurer, Montreal, named general manager, Investment Division. **W. R. Corner,** system comptroller, named head of the accounting and finance department, with the title of vice president and comptroller.

CANTON.—C. W. Battenfield, Jr., superintendent of operations, Baltimore, Md., appointed sales manager, succeeding **W. A. Packo,** named general sales manager, Cottman Co. **Henry H. Miller** appointed comptroller. Mr. Miller was formerly vice president, Cottman Co.

CARTIER RY.—H. D. Journeaux appointed superintendent—mechanical maintenance, Port Cartier, Que., Canada.

CHESAPEAKE & OHIO—BALTIMORE & OHIO.—Herbert W. Blank, general sales manager, C&O, appointed assistant vice president—merchandise freight sales, C&O, with headquarters as before at Cleveland. **Joseph E. Lappin** appointed sales representative, C&O, New York.

H. N. Laden appointed assistant vice president—research, planning department, C&O-B&O, Baltimore. **Joseph J. Schmidt,** assistant director of research, succeeds Dr. Laden as director of research services, planning department.

James J. Conner, Jr., appointed assistant general manager, C&O-B&O, Central Region, Pittsburgh, succeeding **T. E. Johnson,** retired. **James E. Sell,** assistant superintendent, Akron-Chicago Division, B&O, Willard, Ohio, named superintendent, Pittsburgh Division, B&O, succeeding Mr. Conner.

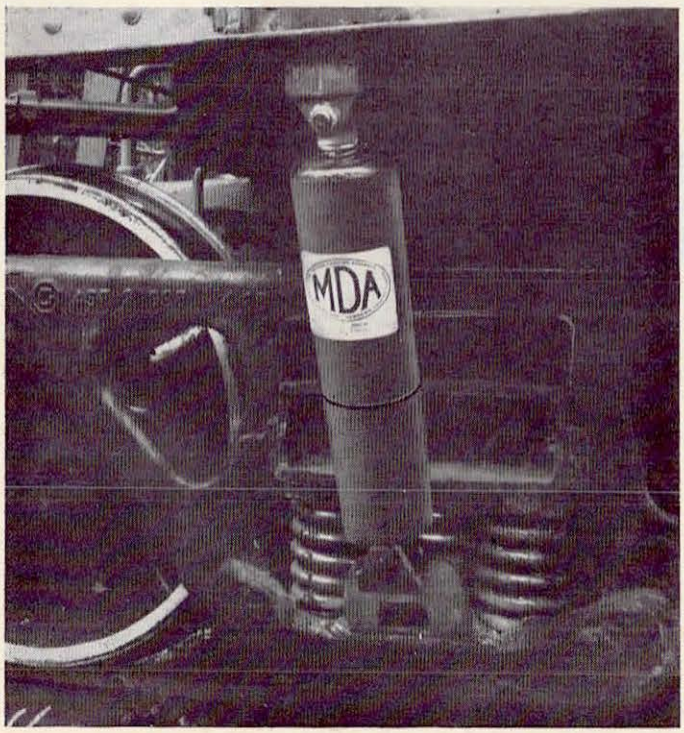
Milton D. Fritschle, personnel officer, Finance Department, C&O-B&O, named general staff officer, administrative group, Cleveland.

James R. Honeycutt appointed district sales manager, C&O, Memphis, Tenn., succeeding **Robert E. Bryant,** transferred to Atlanta to replace **Dwight M. Smith,** retired.

CHICAGO & NORTH WESTERN.—Robert W. Russell, general solicitor, elected vice president-personnel. **James R. Wolfe,** general counsel, **National Railway Labor Conference,** elected vice president-labor relations, **C&NW,** effective June 1, to succeed **T. M. Van Patten,** retiring after 41 years' service.

(Continued on page 58)

Steady as she goes



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Motion Damping Assembly is a direct double-acting hydraulic damping system attached at the spring seat and body bolster. It dampens both relative rotation between truck and body, and rotation of the truck bolster on its supporting springs. The bigger the force/velocity, the more energy M. D. A. absorbs. So the going never gets rough. And those big bulk haulers don't get dry-docked. M. D. A. is a good buy when you stop to figure it out, even if you only want to protect a fragile shipment portal to portal. Write or call us for the same report on M. D. A. submitted to AAR.

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Robert W. Russell
C&NW

James R. Wolfe
C&NW

C. B. Martorano
C&W

Thomas M. Beckley
Soo Line

COLORADO & WYOMING.—Charles B. Martorano has been appointed superintendent, Southern Division of this CF&I Steel Corp. subsidiary, at Weston, Colo., succeeding **Crist B. Forte,** retired. Mr. Martorano has been with the C&W since 1955.

DETROIT, TOLEDO & IRONTON.—Dan J. Green appointed district sales representative, Chicago.

FRISCO.—Vernon F. Cashel, assistant manager-divisions, named manager-divisions, with headquarters in Springfield, Mo. Mr. Cashel, who succeeds **Charles J. Hofmeister,** who retired Mar. 31, is succeeded by **Robert W. Cruse.**

FRUIT GROWERS EXPRESS—WESTERN FRUIT EXPRESS—BURLINGTON REFRIGERATOR EXPRESS. —Roger S. Berry, general manager, elected vice president and general manager, Washington, D.C.

GREAT NORTHERN.—L. J. Varga named industrial engineer, St. Paul.

ILLINOIS CENTRAL.—In a reorganization of the Purchases and Materials Department on Apr. 1, **R. W. Forsell** named manager of purchases, and **A. G. Campbell,** assistant manager of purchases. **E. M. Bartel,** buyer, appointed office manager of the department.

KANSAS CITY SOUTHERN.—Y. Leo Cowart, truck and TOFC sales representative, Shreveport, La., named assistant manager, truck and TOFC sales there.

LOUISVILLE & NASHVILLE.—N. K. Ferguson, director of transportation, planning and procedures, Louisville, named division superintendent, Evansville, Ind., to succeed **P. Howard Croft,** elected president, **American Short Line Railroad Assn.**

MILWAUKEE.—Stewart P. Elmslie, manager of grain sales, Chicago, and **Oliver R. Anderson,** regional manager of sales, Seattle, retire Apr. 30 after 45 and 48 years of service, respectively.

MISSOURI PACIFIC-TEXAS & PACIFIC.—F. H. Mc Guigan appointed engineer of construction, and **R. A. Hartselle** named engineer of structures, both with headquarters at St. Louis.

K. K. Cobb, general agent, Monroe, La., transferred to Little Rock, Ark., to replace **Harry L. Snider,** who retired Mar. 31 after 46 years' service. **W. W. Johnson, Jr.,** assistant general agent, New Orleans, succeeds Mr. Cobb.

L. H. Miller, superintendent, Red River division, Marshall, Tex., named assistant general manager, Gulf District, Houston, to succeed **H. D. Huffman,** promoted. **D. C. Conway,** superintendent, Kansas division, Osawatomie, Kans., replaces Mr. Miller, and in turn is replaced by **J. R. Scherer,** trainmaster, Odessa, Tex. Mr. Scherer's successor is **R. G. Lang,** assistant trainmaster, Little Rock, Ark. **J. B. McCormack,** superintendent, Omaha division, Atchison, Kans., becomes terminal superintendent, Little Rock Terminal division, North Little Rock, Ark. Named to succeed Mr. McCormack is **B. E. Kerlee,** trainmaster, Addis, La. **J. R. Hinton** transferred from Alexandria, La., to succeed Mr. Kerlee, and in turn is succeeded by **J. W. Berry,** assistant trainmaster, Atchison, Kans. **D. L. Halferty,** trainmaster, McGehee, Ark., transferred to Little Rock Terminal division, North Little Rock, succeeding **R. E. Smith,** transferred. **W. O. Chitwood,** assistant trainmaster, Valley Junction, Tex., replaces Mr. Halferty.

NORFOLK & WESTERN.—Edgar P. Cilley, coal traffic manager, and **Paul A. White,** regional coal traffic manager, Cleveland, retired April 1.

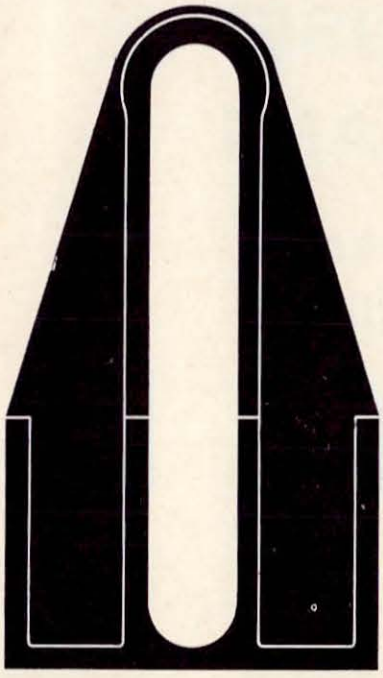
NORTHERN PACIFIC.—G. J. McGuire, assistant to the assistant vice president-labor relations, named director of labor relations-operating. **R. D. Pedersen,** senior industrial engineer, appointed assistant to the vice president-operating, St. Paul. Mr. Pedersen's successor is **F. D. Larson,** associate industrial engineer. **A. S. Caron** and **J. P. Henderson** named associate industrial engineers, St. Paul. **J. W. Darby,** special assistant to the general manager, Seattle, promoted to area engineer there. **G. F. Hill,** general communications superintendent, Seattle, advanced to assistant superintendent of communications at that point. **T. A. Lartz,** train supervisor, St. Paul, named trainmaster, St. Paul division, Duluth, Minn., to replace **J. D. Sells,** transferred to Pasco, Wash., in a similar position.

O. J. Wales appointed attorney.

T. C. Kay, chief clerk to the general freight agent, advanced to assistant marketing manager, grain and grain products, in the market development division of the traffic department.

R. C. Lindquist, superintendent of rules, safety and fire prevention, promoted to general superintendent of that department, with headquarters at St. Paul.

PENN CENTRAL.—W. B. Neal named coal sales manager, Chicago. He held a similar position with the **PRR. R. V. Marinier,** formerly division freight sales manager, **NYC,** Kankakee, Ill., appointed division sales manager, **PC,** there. **W. J. Abernathy, Jr.,** district sales manager, **PRR,** Davenport, Iowa, named district sales manager, **PC,** Kankakee. **P. P. Bornejko** named division sales manager, South Bend, Ind. Mr. Bornejko was previously di-



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Circle 28 on coupon page 75

vision freight sales manager, **NYC**, South Bend. **R. R. Klevorn**, district freight sales manager, **NYC**, Omaha, becomes district sales manager, **PC**, South Bend. **N. P. Steele**, district sales manager, **PRR**, Fort Wayne, Ind., named division sales manager, **PC**, at that point. **K. F. Konz**, district freight sales manager, **NYC**, Fort Wayne, named district sales manager for **PC** there. **F. M. Ratkay**, district freight sales manager, **NYC**, Minneapolis, becomes district sales manager, **PC**, Minneapolis. At Omaha, **J. H. Colliflower**, district sales manager, **PRR**, named district sales manager, **PC**. **C. J. Thompson**, district freight sales manager, **NYC**, Denver, named district sales manager, **PC** there. **C. F. Widmayer** appointed district manager TrucTrain sales, Denver. He was formerly **PRR**'s district sales manager there. **PRR**'s former district sales manager, Seattle, **L. W. Steuer**, becomes district sales manager, **PC**, Milwaukee. **W. A. Hillman**, district freight sales manager, **NYC**, Davenport, Iowa, appointed **PC** district sales manager there.

William S. Cook, PC vice president and controller, Philadelphia, has been appointed vice president and comptroller of Electric Bond & Share Co., New York.

READING.—**R. C. Neal, Jr.**, superintendent transportation, Philadelphia, appointed manager transportation and his former position abolished.

Charles Daniel, sales manager, Birmingham, Ala., appointed regional sales manager, Pittsburgh, Pa., succeeding **Bruce Dixon**, retired. **John F. Masters**, sales manager, New York, transferred to Charlotte, N.C., replacing **Lawrence D. Strader**, who succeeds Mr. Daniel at Birmingham. **William F. Winchester**, clerk, promoted to sales manager, Philadelphia, succeeding **Ronald M. Zdanowski**, transferred to New York.

The Dearborn, Mich., office of the Reading is now located at 23439 Michigan Avenue.

Joseph F. Wixted, manager, data processing-staff, Philadelphia, named manager of data processing, reporting to the vice president—finance. **Robert H. Newton**, manager, data processing-operations, appointed manager—operations, reporting to Mr. Wixted.

Peter J. Cabrelli, manager systems development, appointed manager, Information Systems.

SANTA FE.—Effective Apr. 1, the Valley division and the San Francisco Terminal division merged as the Valley division, with headquarters at Fresno, Calif., under the supervision of Division Superintendent **S. Rogers** and Division Engineer **J. J. Parrish**. **J. T. Groundwater**, division superintendent, and **Ralph Jones**, division engineer, retain their titles and will have jurisdiction of the former San Francisco Terminal division, with headquarters at San Francisco, until May 1, when their headquarters will be at Richmond.

SEABOARD COAST LINE.—**S. H. McGuirt** appointed chief claim agent, Richmond, Va., succeeding **T. A. Bain, Jr.**, who retired Feb. 29, after 44 years of service. **W. K. Hunt, Jr.**, appointed assistant chief claim agent, Richmond.

SOO LINE.—Has established a Car Information Center within the Transportation Department. CIC, which is composed of three bureaus, will handle data flow and paperwork concerning freight car movements. **J. C. Roth** is supervisor of the Service Bureau, which will handle all car tracing and diversion requests, advise customers of changes in the status of their shipments, and handle customer complaints. The Car Data Bureau, with **R. F. Blacik** as chief supervisor, will handle the physical flow of information about cars moving across the system. The Car Record Bureau, with **G. A. Harris** as supervisor, will supply and maintain records on car movements.

Thomas M. Beckley, assistant to president and secretary, appointed to the new position of vice president, staff.

SOUTHERN.—**Armpstred C. Henderson**, assistant to vice president—marketing, Washington, D.C., retired April 1, after more than 47 years with the Southern.

Manley H. Hammett appointed superintendent, Car Department, Atlanta, Ga. **A. Hugh Steele**, assistant manager, Hayne Shop, Spartanburg, S.C., succeeds Mr. Hammett as manager, Coster Shop, Knoxville, Tenn.

Julian A. Cline appointed superintendent joint facilities, Washington, D.C., succeeding **Chester W. Hill**, retired after 44 years of service.

J. Bruce Addington, general manager, Central Lines, Knoxville, Tenn., promoted to assistant vice president—operations, Atlanta, Ga. **Harold H. Hall**, general manager, Eastern Lines, transferred to Western Lines, with headquarters remaining at Atlanta. **Henry R. Moore**, general superintendent transportation, appointed general manager, Eastern Lines, Atlanta, succeeding Mr. Hall. **William H. Oglesby**, general manager transportation, Atlanta, appointed assistant to vice president—operations, Washington, D.C. **Harvey H. Bradley**, assistant vice president—operations, appointed general manager transportation, remaining at Atlanta.

SOUTHERN PACIFIC.—**J. D. Brown** named manager, TOPS project. **R. W. Aron** and **G. A. Borrelli** appointed to the new positions of assistant managers, TOPS project.

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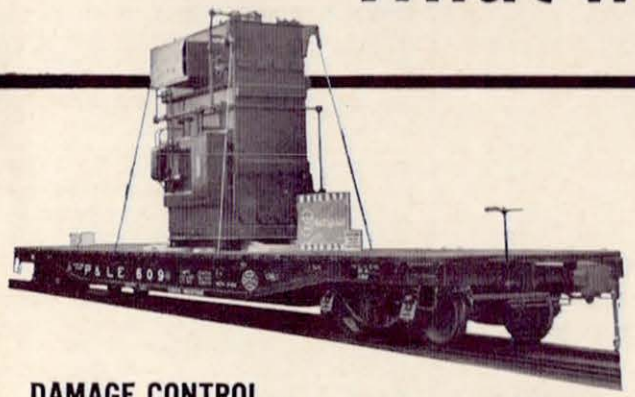

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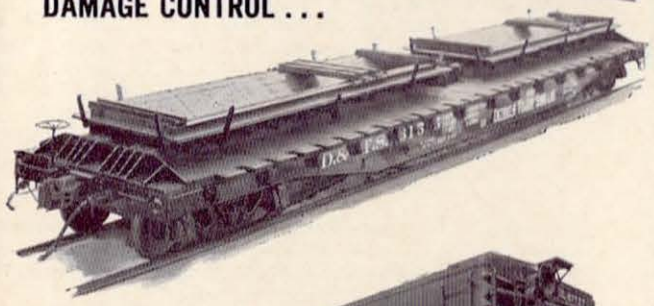

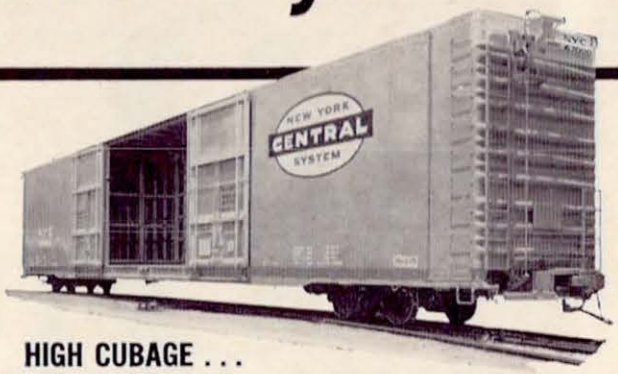

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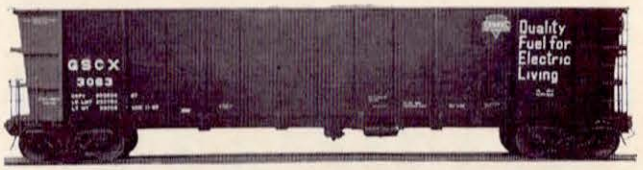

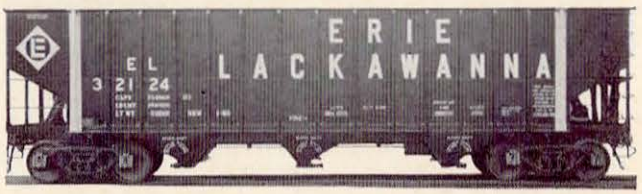

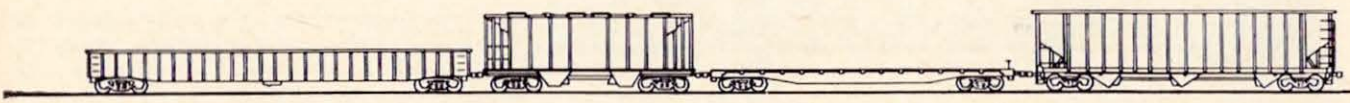

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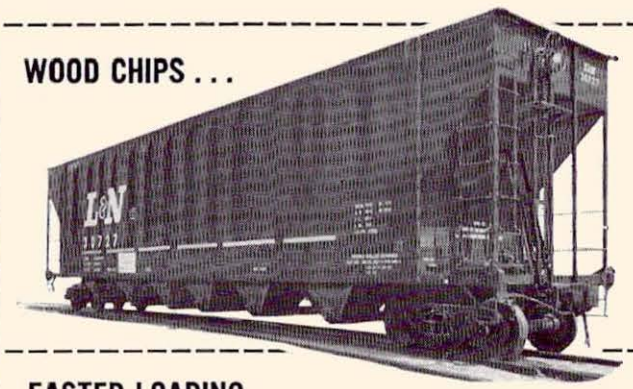

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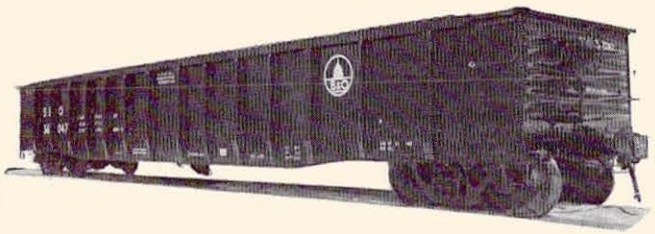

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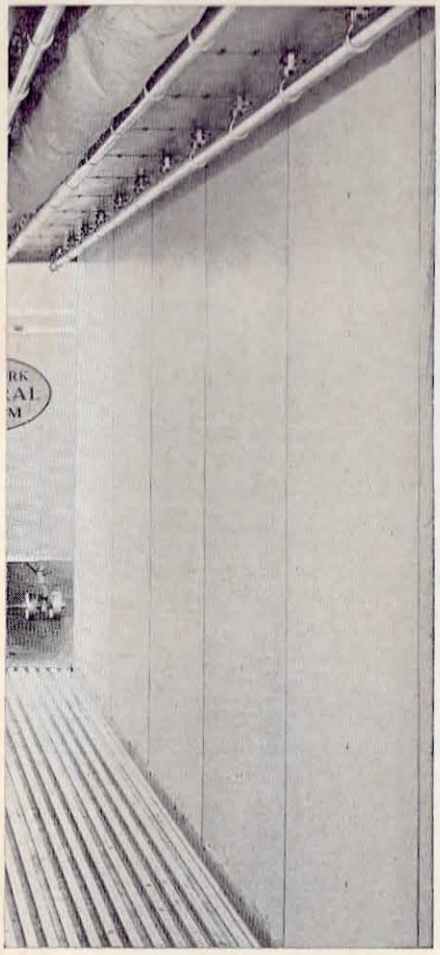

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Circle 31 on coupon page 75

Passenger service

(Continued from page 50)

to investigate the operations and services of all passenger-carrying railroads subject to this part, and, after hearing, to determine what existing rail passenger service is necessary to preserve a rail passenger system adequate to meet the present and prospective needs of the national defense, the Postal Service, and the commerce of the United States.

The Commission shall consider:

(a) the minimum amount of railroad passenger service required to form the nucleus of a national rail passenger network between major centers of population;

(b) the extent to which particular trains or ferries are patronized;

(c) such cost data related to passenger service as the Commission may find useful and appropriate;

(d) whether a particular rail passenger operation may serve a more important function than a competitive rail passenger service;

(e) the extent to which particular trains or ferries of different carriers may be operated more economically and efficiently through the common use of tracks and terminal facilities, or under common control;

(f) the expected growth and development of localities served by existing rail passenger service; and

(g) all other factors that the Commission may find useful and appropriate.

The determination that particular trains shall be a part of the National Rail Passenger System may be made without regard to any burden on interstate commerce or to any burden on the carrier or carriers performing such service. The Commission's determination shall be final. From time to time the Commission on its own motion, or at the request of the Department of Transportation, of a passenger carrier subject to this part, or of a State instrumentality thereof or political subdivision thereof, may in its discretion consider and adopt appropriate revisions in the composition of the National Rail Passenger System.

"(6) Any carrier or carriers subject to this part may file with the Commission a comprehensive plan, in the form of an application, proposing the discontinuance, change, or restructuring of all or a substantial part of its scheduled passenger services. Not more than two weeks after the filing of such application, the carrier or carriers shall cause notice thereof to be given to and a copy of the application filed with the Governor of each State in which such passenger service is operated, and, commencing not more than two weeks after the filing of such application, shall publish notice of such once a week for three consecutive weeks in some newspaper of general circulation in each county in which such passenger train or ferry service is operated. The Commission shall consider such plan, and approve or deny the application in whole or in part, consistent with the public interest. The approval of the Commission may be made subject to such terms and conditions and such modifications as it shall find to be just and reasonable. Upon approval by the Commission of any such plan filed in accordance with this paragraph, the carrier may implement such approved modifications of its service, notwithstanding any provision of the constitution or statutes of any State or any regulation or order of any court or administrative or regulatory agency of any State to the contrary.

"(7) Any State, instrumentality thereof, political subdivision thereof, or any person adversely affected by an order of the Commission entered after hearing pursuant to paragraph (6) may bring suit to obtain judicial review thereof under the provisions of section 1336, 1398, 2284 and 2321 through 2325 of the Judicial Code, 28 U.S.C. 1336, 1398, 2284, and 2321-2325." ■

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Circle 32 on coupon page 75

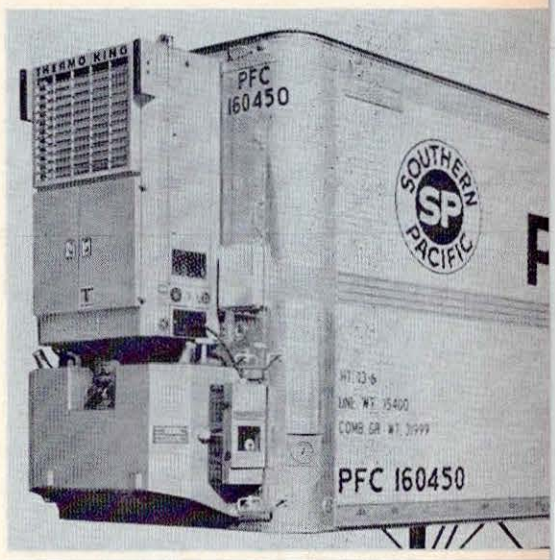
Circle 33 on coupon page 75 ►

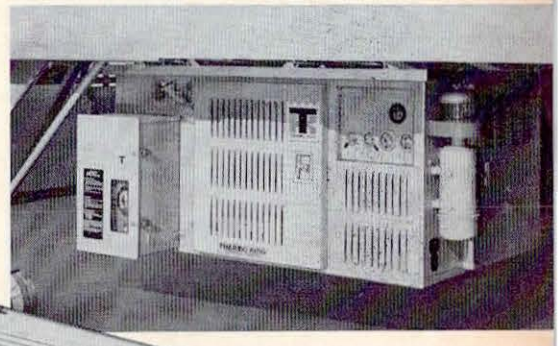
Specialized Thermo King refrigeration units stack up to rugged requirements of piggy-back operations

Professional piggybackers rely on these professional Thermo King units to keep valuable perishable cargoes at constant temperatures no matter how long the run or variable the ambients.

In these diesel-powered undermount and frontmount units, Thermo King has answered the industry need for absolute reliability with heavy duty extra capacity components, engineering innovations that provide an extra margin of safety, and exclusive maintenance features that save downtime and labor.

For information on why these diesel-powered Thermo King units mean lowest cost per mile in refrigerated piggyback operations, write Miles Harvey, Manager Railroad Division, Thermo King, 314 W. 90th Street, Minneapolis, Minn. 55420





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What a brilliant idea it was back in the 17th century when crude track was mounted up above the mud to provide support and guidance for wagon wheels!

What a brilliant idea—vastly refined in railways—it still is today!

What a blessing it would be for cars and trucks if their wheels could travel main routes in something like guiding ruts! (Scientists struggle for a practical system of automotive guidance, perhaps with electronic guidelines buried under the pavement.)

Guided movement, in fact, is the key to the whole automated future this country must achieve to keep its place in the world. Fewer people must perform mechanical-style functions that machines perform better and cheaper. More people must be efficiently applied to providing goods and services now in short supply.

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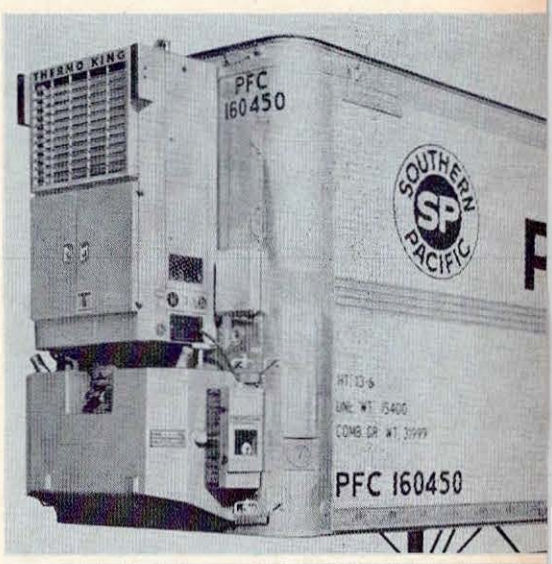

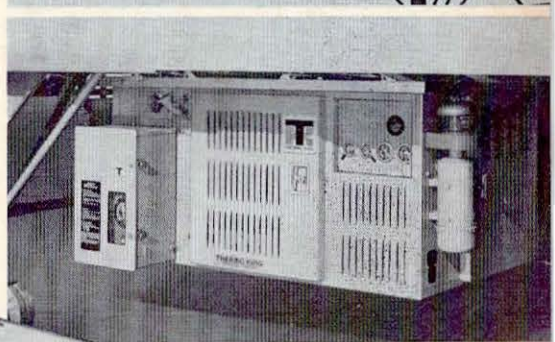

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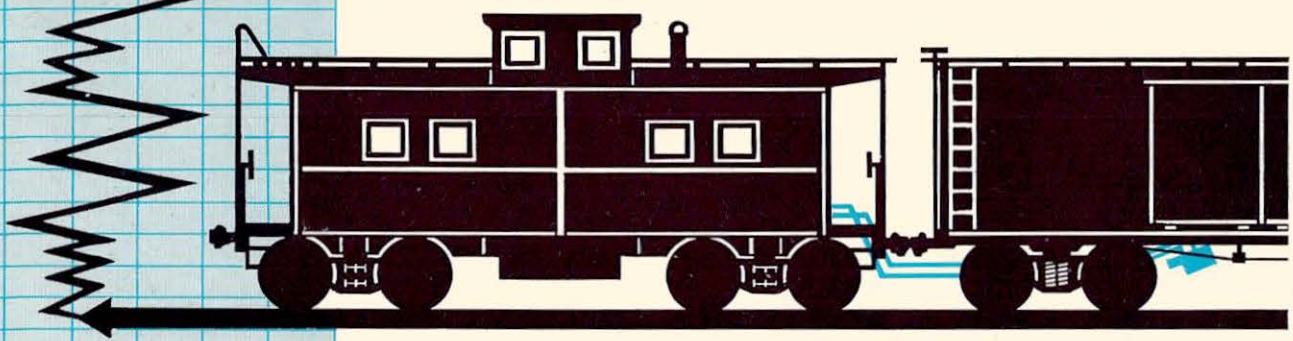

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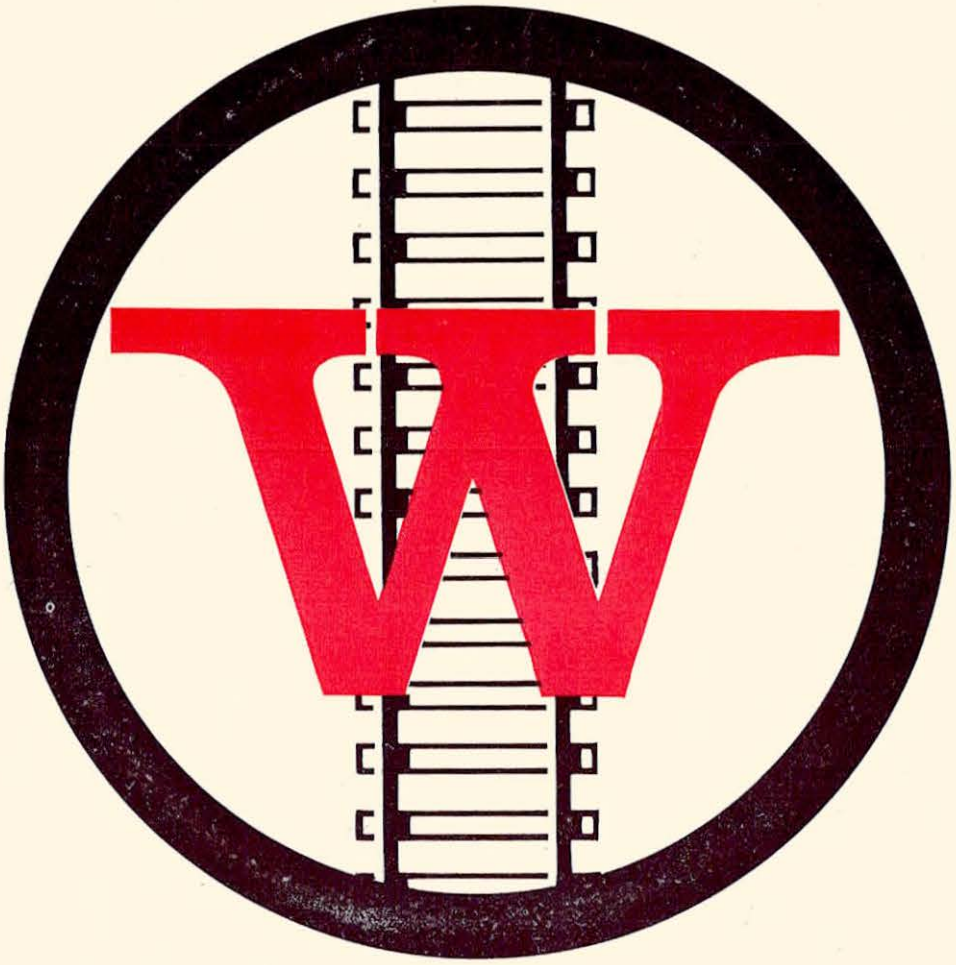

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What a blessing it would be for cars and trucks if their wheels could travel main routes in something like guiding ruts! (Scientists struggle for a practical system of automotive guidance, perhaps with electronic guidelines buried under the pavement.)

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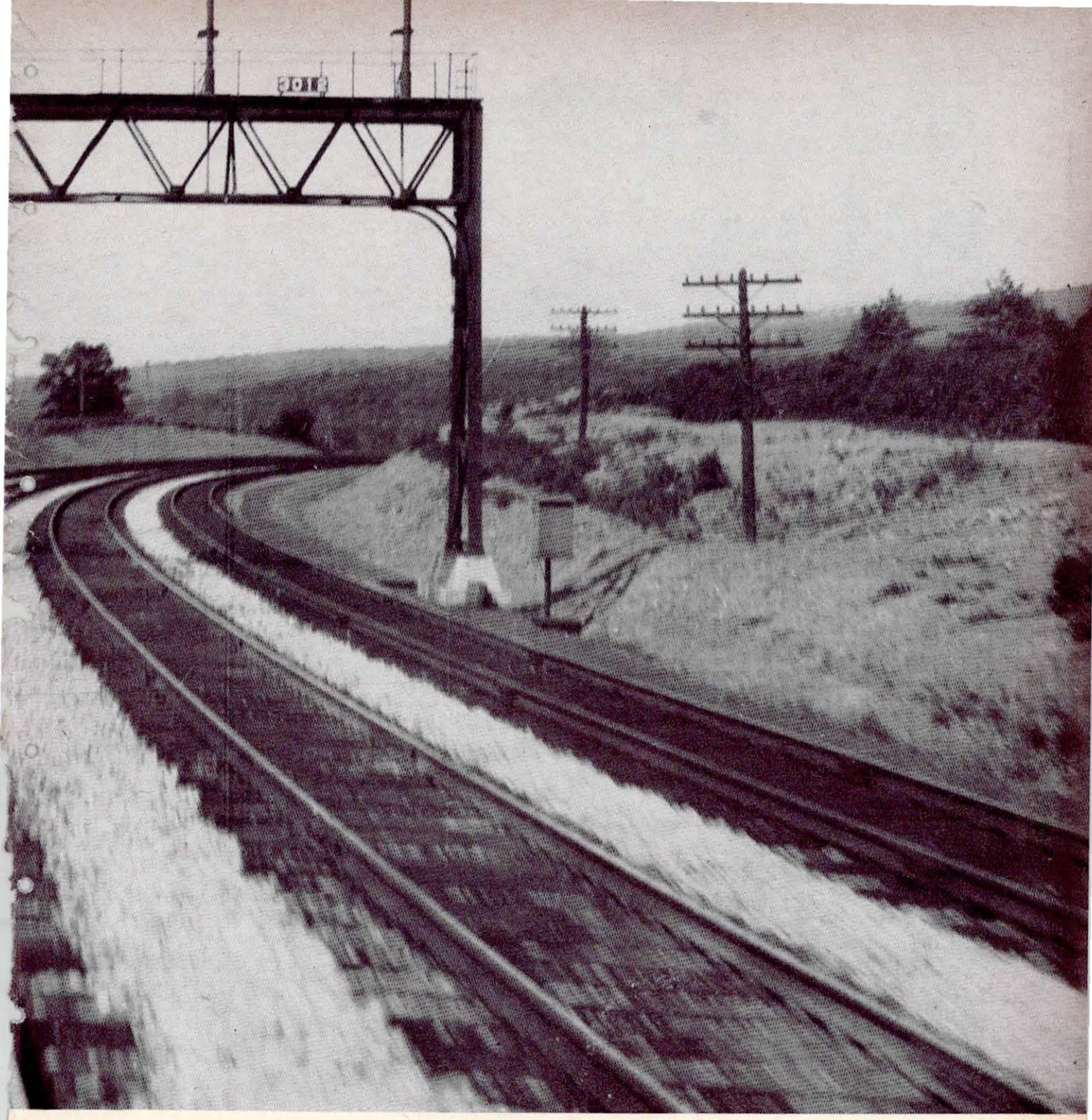

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◀ Circle 39 on coupon Page 75

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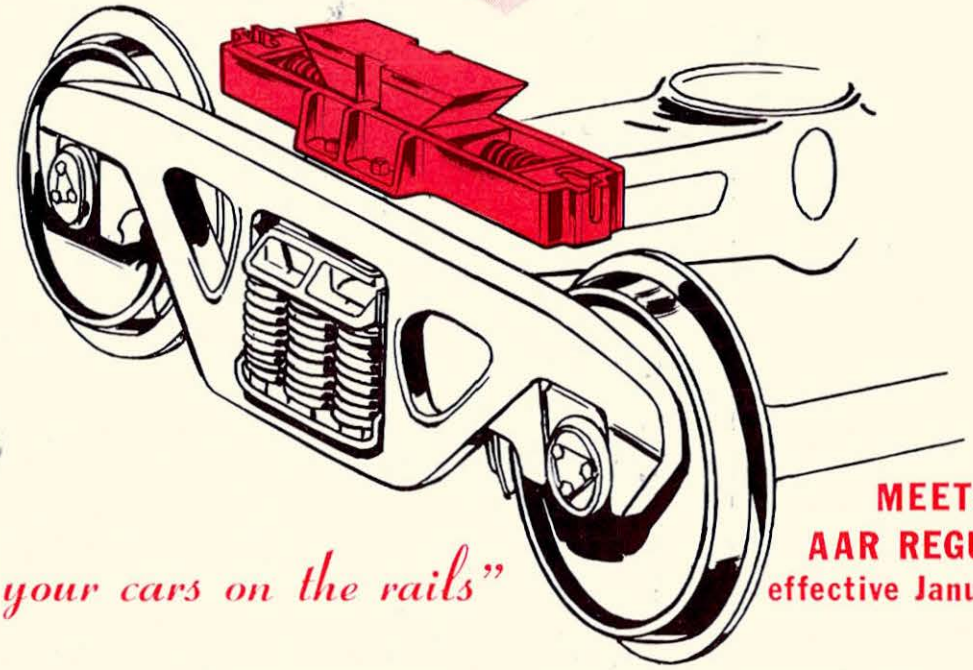

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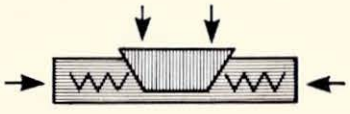

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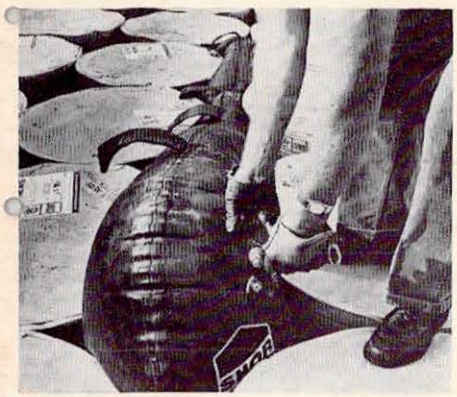
NEW PRODUCTS REPORT



Dunnage bag (RA-1)

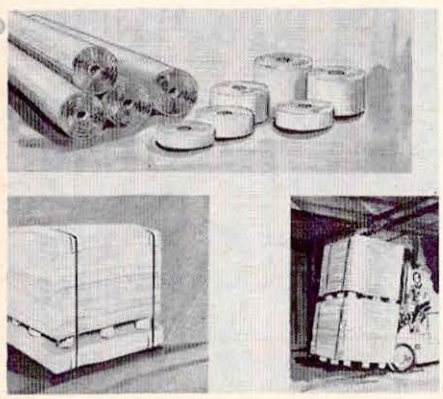
The air-filled Shor-Kwik dunnage bag used to protect and secure over 5,000 tons of newsprint shipped from Canada to California, is made of butyl-rubber bladder and an outer covering of neoprene-coated nylon. It uses 10 lb of air pressure per square inch and, when deflated, takes up less than 20% of inflated space. Because no nails or sharp pieces of wood are present, as with wooden dunnage, damage to paper rolls is "kept to a minimum." *Uniroyal.*

Container handling (RA-2)

Top-handling attachment on the new Towmotor container handling system is mounted on a Model AH-52 lift truck. This combination, with a rated capacity of 47,500 lb at 49-in. load center to 18 ft of lift, allows 3-high stacking of capacity-loaded 20-ft containers (44,-800 lb gross). Top handler lowered over container hydraulically locks into ISO corner castings. Movable arms and frame adjust for uneven container attitudes. *Towmotor Corp.*

Loading light (RA-3)

With the aid of the Docklite, cargo can be loaded and unloaded quickly with less chance of damage during loading operations because men can see into the interior of a truck or rail car while at the dock. The light has a heavy-duty socket and steel tubing arms that can be adjusted to nearly any position. Once adjusted, it stays in position, but can be swung out of the way. It is easily mounted and simple to maintain. *Fostoria-Fannon.*



Pallet components (RA-4)

Single-faced rolled and glued corrugated logs and posts, first used in corrugated paper and folding box industries, are now available for unitized palletizing of products packed in multiwall bags, canned goods, and other commodities. Posts are precut and boxed in 3⅞- and 2⅞-in. lengths. Rolled corrugated logs, in various diameters and in lengths up to 48 in., are cut by user to required lengths. *Chippewa Paper Products.*

Metal primer (RA-5)

Chemicor Unipac, an epoxy-zinc primer for tank trucks and cars, contains small amounts of Cab-O-Sil, a finely particled fumed silica which thickens the primer, stabilizing suspension and preventing running and sagging after application. No top coat is necessary unless acid or alkali fumes are present. Primer may be overcoated within 4 hr. Tests in a condensing humidity cabinet have shown no failure after 2,160 hr. *Diamond Paint Co.*

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COMPANY .....

ADDRESS .....

CITY ..... STATE..... ZIP.....

● Inquiries can be processed only if title and company are shown. 4/29/68

Carbuilders' dilemma

(Continued from page 42)

—it is going to be more competitive." Magor is putting the finishing touches on a plant expansion and modernization, which, Van Hassel says, reflects its faith in the future of the business, despite the present paucity of orders. He says it is difficult to retain key people though such a lean period and to continue research and development programs.

Products of such R&D, no matter how successful, often just will not sell in a market like that of the present. Railroads will test and express satisfaction with new car models—and then not order. This leaves a builder's development costs unrecovered.

C. A. Mapp, Thrall executive vice president, observes that the long range outlook is good with a potentially strong market. "It's apparent," says Mapp, that railroads want to buy equipment but depressed earnings are hindering them. Thrall will continue to work on new developments and on improving designs of existing cars." Thrall is currently operating at about 80% of capacity and even adding a few people. A program of plant improvements is continuing but at a reduced scale from that projected in an earlier long-term plan.

For Bethlehem Steel, according to C. M. Wright, manager of railroad product sales, "there is very little active interest in new car purchasing and no real indication of immediate improvement."

Transco, one of the newcomers to carbuilding, is giving up on construction of new cars, primarily because of the investment required for materials. Transco has disposed of car plants at San Bernardino, Cal., and Streator, Ill., as it slimmed down for its new role. The rebuilding of 750 cars is being undertaken at the surviving Macon, Ga., plant now and prospects are seen for other rebuilding jobs.

R. E. Hallberg, vice president and general manager of North American Car, indicates his firm's production will be about the same this year as last. Projected by this leasor are 700 new tank cars, 445 new covered hoppers, and a large number of refrigerator car rebuilds. Pullman's Transport Leasing finds covered hoppers presently in tight supply because of delayed harvests, increased exports, trainload grain rates, and the growing popularity of back-to-back car leases. While many old-line tank car leasing companies have expanded into covered hoppers, it appears that TL's covered hopper fleet may soon be joined by its first tank cars.

Pullman-Standard, largest carbuilder, continues optimistic about the long-range outlook for the railroad industry "despite a depresed market for new railroad equipment which is at its lowest ebb in more than ten years." E. T. Ahnquist, vice president, marketing, says that "there is no doubt that there are many factors that have caused the present dearth of orders for new cars.

"Once traffic shows a strong upswing and earnings improve, we believe you will see the railroads continuing their programs of heavy equipment buying," predicts Ahnquist. "In the meantime, Pullman-Standard, like other builders, will have to operate in a 'hand to mouth' existence in which our facilities will be operating below capacity. As a carbuilder for more than 100 years, Pullman has experienced 'down' periods before. Our facilities, which we have continued to expand and modernize in recent years, will be ready for the upsurge in new car orders when they come. Our research program continues unabated." ■

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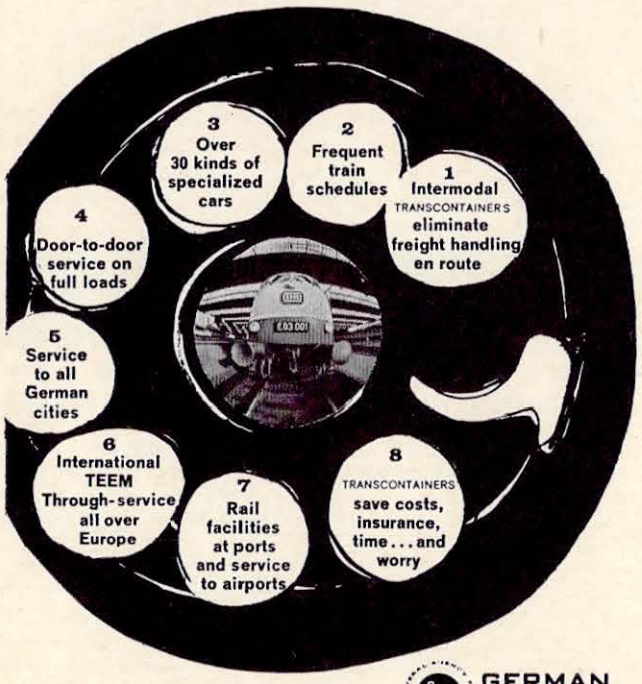
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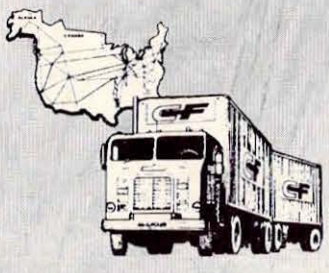

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Shippers report car shortages

(Continued from page 38)

50% of daily requirement," said the traffic manager of the Clinton Corn Processing Co., Clinton, Iowa. "The deficit has been made up by cleaning and upgrading grain boxes at great expense in money and time. Very often the cars cannot be satisfactorily improved, because of defects not visible. Many cars are loaded which should not carry the product placed in them."

● **L&D problems.** A number of shippers complained about the unavailability of cars with damage-reducing devices.

Said Anthony J. Zazzarino, general traffic manager of Witco Chemical Co., New York: "Shortage of cushion underframes forces us to use regular box cars, increasing the incidence of claim damage. More and larger claims reduced the total amount of time that could be devoted to rate analysis and research."

A. C. Sikora, traffic manager operations, American Maize Products Co., Roby, Ind., reported: "We are receiving increased requests from our customers to ship their orders in 50-ft cars equipped with the Evans-type load dividers. Although this type car is available to some degree there doesn't seem to be an adequate supply to meet our needs."

● **Grain and lumber.** The perennial car-supply trouble spots—the grain and lumber industries—were also heard from. There, the problem is as much uneven demand as it is uneven supply.

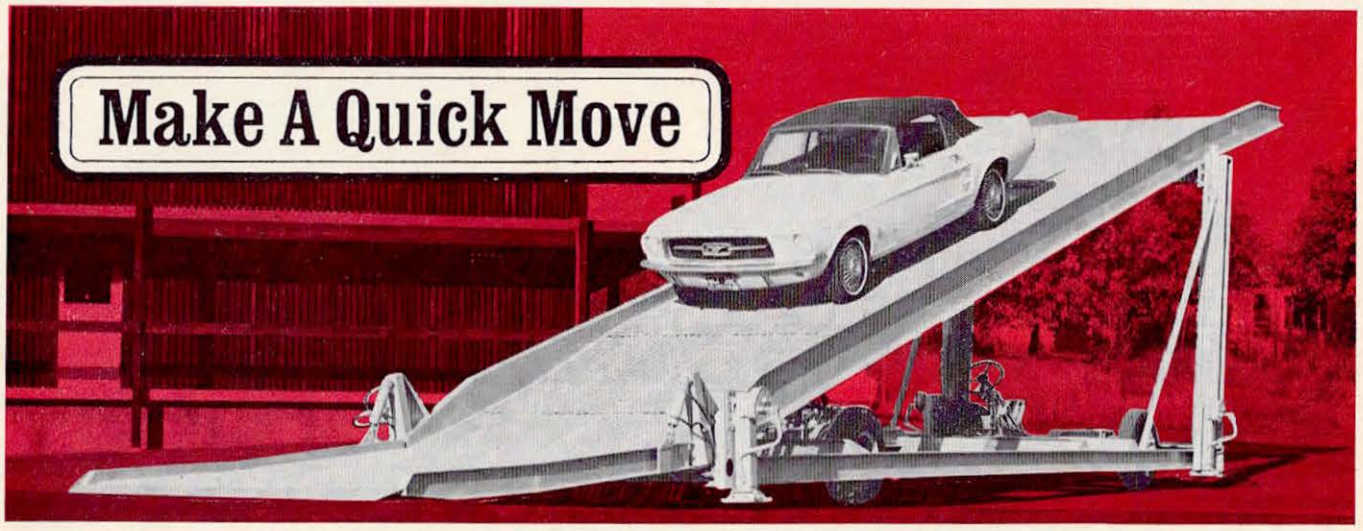
Phillip Corby, traffic manager of Evans Grain Co., Salina, Kans., had this to say: "While the supply of cars for grain loading has generally improved this year versus previous years, there are times of spot shortages. An up in the market will cause a lot of grain to be purchased in the country and everybody wants cars at the same time over a wide area. For a period of time there were no export shipments. Cars stayed in the nearby territory. When in late December, January and February, an export movement developed, we began to have a shortage due to slow return of empties from the export elevators at the Gulf. Country run grain is usually not sold until it has had an 'official inspection.' If you have to wait a week or longer for cars, the market can very well go down while you are waiting for empties."

A somewhat similar problem was described by W. L. Bush, director of transportation for the Weyerhaeuser Co., Tacoma, Wash.: "Seasonal shortages are the name of the game in the Pacific Northwest. We look forward to ACI (automatic car identification) as a step toward improved car utilization so vital to car supply."

Another lumber shipper suggested that today's spot shortages may develop into a bigger problem. "If current economic trends continue in the forest products industry, we will be plagued with shortages throughout the year as box car retirements continue to exceed installations," said G. R. Hubbard, director of traffic and sales services, Simpson Timber Co., Seattle.

● **Likes rail, uses trucks.** One of the saddest tales to come out of the April Poll—from a railroader's point of view—was told by R. J. Breitinger, director of traffic and transportation for the Westinghouse Electric Corp., Pittsburgh. It went like this:

"After working for years to convert steel movements to rail, we determined that the new cars could do a good quality job. Now we can't get them, and the traffic remains on truck. We have been late in shipments of major billing importance because of the shortage of depressed center and heavy duty flat cars." ■



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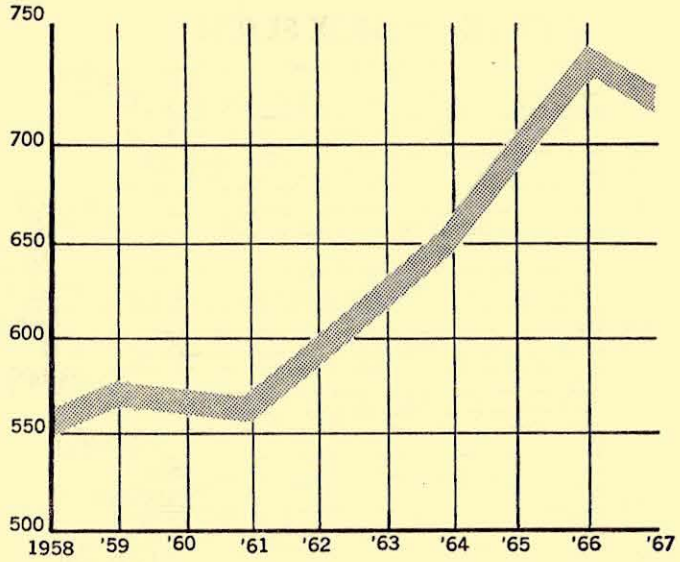
REVENUE TON-MILES*

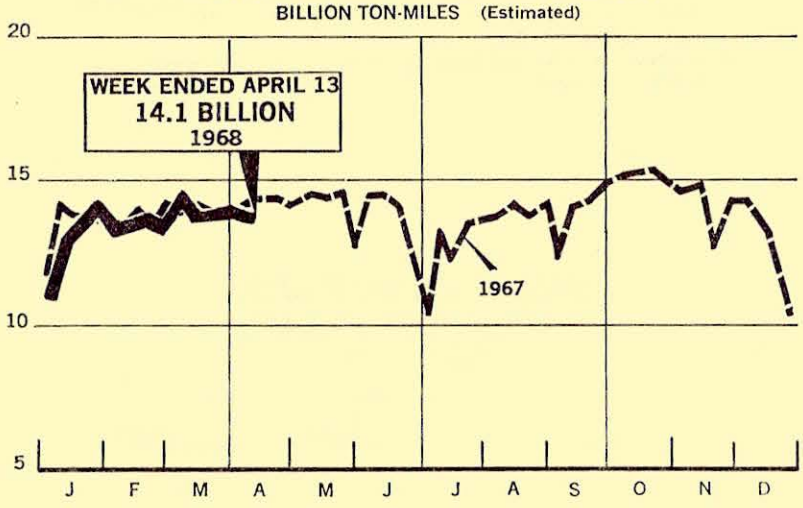
(Class I Railroads)



*Ton-miles in millions.
Source: Economics and Finance Dept., AAR.

RAIL FREIGHT TRAFFIC TRENDS

BILLION TON-MILES (Estimated)

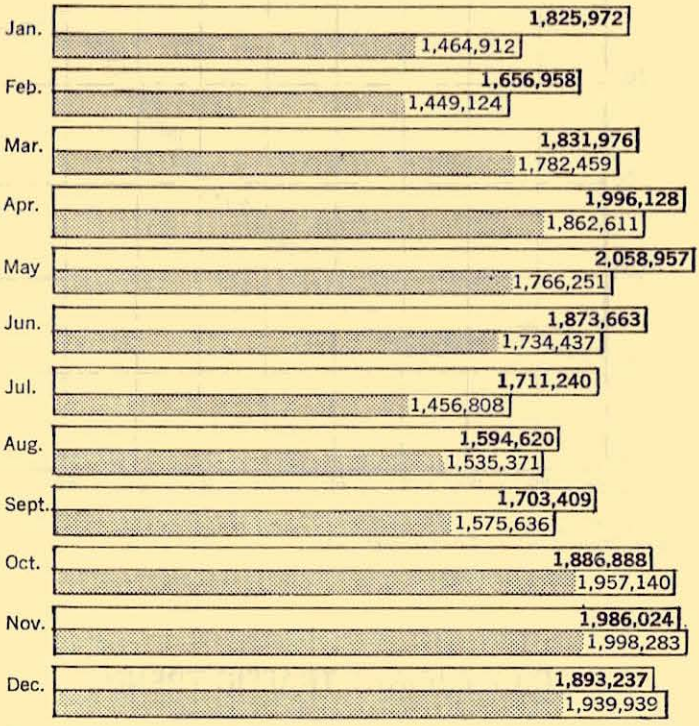


Source: Association of American Railroads

Current statistics

Carloadings, revenue freight	
16 wks., 1968	8,252,849
16 wks., 1967	8,422,007
New freight cars on order	
Mar. 1, 1968	24,742
Mar. 1, 1967	46,156
New freight cars delivered	
2 mos., 1968	10,467
2 mos., 1967	15,318
Serviceable cars	
Mar. 1, 1968	1,400,628
Mar. 1, 1967	1,420,684

MILES PER HOTBOX SETOFF

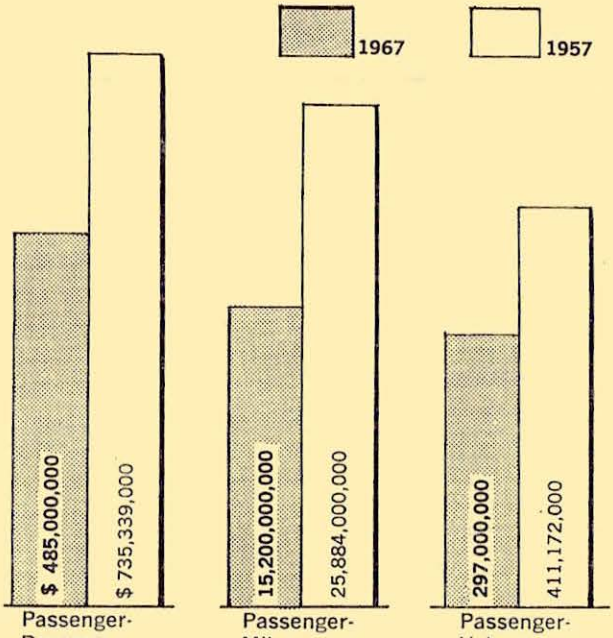


Source: Latest available figures from Operations and Maintenance Dept., Mechanical Division, AAR.

1967 1966

PASSENGER REVENUES, MILEAGE AND VOLUMES

1967 and 1957



Source: Economics and Finance Dept., AAR.

MARKET OUTLOOK

CARLOADINGS

Loadings of revenue freight in the week ended April 20 totaled 557,100 cars, the Association of American Railroads announced on April 25. This was an increase of 22,182 cars, or 4.1%, compared with the previous week; a decrease of 3,791 cars, or 0.7%, compared with the corresponding week last year; and an increase of 13,461 cars, or 2.5%, compared with the equivalent 1966 week. Ton-miles generated by carloadings in the week ended April 20 are estimated at 14.7 billion, an increase of 2.1% above the corresponding week of 1967, and 7% above the 1966 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Apr. 20

District	1968	1967	1966
Eastern, including Allegheny and Pocahontas ..	226,478	223,681	195,378
Southern	118,580	120,790	115,675
Total Eastern and Southern Districts	345,058	344,471	311,053
Northwestern .	67,606	70,180	77,458
Central Western	105,900	105,918	114,525
Southwestern .	38,536	40,322	40,603
Total Western Districts	212,042	216,420	232,586
Total All Roads	557,100	560,891	543,639
Commodities:			
Grain and Grain Products	33,519	40,516	52,615
Livestock	852	1,358	1,935
Coal	112,255	115,497	62,029
Coke	8,209	7,240	9,352
Forest Products	40,567	38,725	40,565
Ore	39,391	35,908	41,014
Merchandise l.c.l.	3,873	5,212	6,709
Miscellaneous .	318,434	316,435	329,420
Apr. 20	557,100	560,891	543,639
Apr. 13	534,918	553,996	543,049
Apr. 6	528,398	543,761	568,683
Mar. 30	554,192	537,909	544,787
Mar. 23	528,224	529,605	571,095
Cumulative total, 16 weeks	8,252,849	8,422,007	8,644,760
Estimated revenue ton-miles (billions) 16 weeks ...	220.3	220.0	219.7

PIGGYBACK CARLOADINGS

U.S. piggyback loadings for the week ended April 13 totaled 24,797 cars, carrying 38,960 trailers, compared with 19,503 cars, carrying 31,970 trailers, in the corresponding 1967 week. Loadings for 1968 up to April 13 totaled 366,208 cars, carrying 596,847 trailers, compared with 334,068 cars, carrying 548,122 trailers, in the corresponding period of 1967.

IN CANADA

Carloadings for the ten-day period ended March 31 totaled 92,048 cars, compared with 68,036 for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd. from Connections
Totals for Canada		
March 31, 1968	92,048	35,344
March 31, 1967	102,434	35,941
Cumulative Totals		
March 31, 1968	861,169	308,489
March 31, 1967	895,295	319,720

FREIGHT TRAIN CARS

• *Southern.*— Ordered 75 bulkhead flat cars at a cost of $1,335,000 from Berwick Forge. The order consists of 25 70-ft, 85-ton cars and 50 50-ft, 70-ton units. Deliveries of the cushion underframe cars will begin in August.

PIGGYBACK

• *Trailer Train.*—Placed orders for an additional 357 cars as follows: from Bethlehem Steel, 139 flush-deck cars; from ACF, 113 low-level cars; from Pullman-Standard, 35 all-purpose cars, 70 container cars. All the new cars will be 89 ft, 4 inches long. Since Jan. 1, Trailer Train has placed orders for 2,194 cars. As of April 19, the TTX fleet included 45,290 cars in service and on order.

NEW FACILITIES

• *Penn Central.*—Will install new lighting and make other major improvements to parking facilities at the North Philadelphia station. The lots will be resurfaced, new driveways for easier access and parking will be built, brighter lighting installed and all lots will be fenced. Lots on the north side of the station wil be changed to one-attendant lots, and those on the south side will become one-gate-operated facilities.

• *REALCO.*—Real Services, Inc., wholly-owned subsidiary, has begun construction of a $135,000 trailer maintenance and repair center adjacent to Tilford Yard, Atlanta. The 7,500-sq-ft building will have five bays, each with access to complete trailer-rebuilding facilities. Overhead doors at each end of each bay will permit straight-through operation. Space will be provided for a complete parts and materials inventory, to serve the center and to act as a parts depot for REALCO's Southeast area. Two mobile trailer-servicing units now used in the Atlanta area will be based at the new center.

• *Western Maryland.*—Will build a covered-hopper-car cleaning facility at Hagerstown, Md., at an estimated cost of $370,000. Whiting Corp. will supply the specialized washing equipment to be used in cleaning the cars. The facility is scheduled to be completed early next fall.

TRANSIT

• *Massachusetts Bay Transportation Authority.*—Westinghouse Electric Corp. has been awarded a multi-million contract for propulsion systems for 76 new rapid transit cars for the MBTA. The contract was awarded by Pullman-Standard. Delivery of the equipment is expected to begin late this year and to be completed early in 1969. The cars will operate on MBTA's new South Shore Line and on the existing Cambridge line.

YOU OUGHT TO KNOW

Bartlett Trailer builds new plant at Chicago site

Increasing demand for lifting devices as a result of growing piggyback, container and trucking operations will bring construction of a new plant for Bartlett Trailer Corp. in Chicago. The new facility will produce hydraulic and air-lift fifth-wheel loading equipment, and a device for converting a semi-trailer into a dumping trailer.

Transport museum dispute is ended with a merger

Merger of the National Museum of Transport and the Museum of Steam and Marine Engineering at St. Louis has ended more than two years of controversy and litigation over control of the Transport Museum. Legalized by decree of St. Louis County Circuit Court, the NMT board now can construct a new display building and can transfer from East St. Louis equipment stored in Alton & Southern facilities. Further expansion of educational services will be planned.

From NP a new slant on "people-keeping"

Railroad personnel managers fret a lot about the problem of hanging on to people, after they have been hired and trained. Northern Pacific now seems to be launching a frontal assault on the problem, with the appointment of an experienced practitioner of personnel in industrial psychology and counseling, Ivan Doseff. His title: manager of personnel development and retention. His job: to handle an extensive management and supervisory employee program, to direct special programs for basic clerical orientation and development, to coordinate scholarship and tuition-aid programs, and to direct in-service training programs.

Mayor Daley on terminals: "Consolidate"

Chicago Mayor Richard J. Daley, never a man to mince words, is making a new and stronger pitch in favor of consolidation of the city's railroad terminals. Reporters have grown gray while covering the continuing story of terminal consolidation: proposals date back at least 60 years. But with railroad mergers, with the decline of the intercity passenger business, and with the increasing value of railroad-occupied land, consolidation may be more practical now than it was even a few years ago. Daley seems to be leaning toward expanded use of Chicago Union Station and Illinois Central's Lakefront Terminal, which would permit abandonment of LaSalle Street, Dearborn and Grand Central stations. The Mayor didn't propose specific new uses for the 400 acres of land which then would be made available. But he did suggest possibilities—everything from a giant sports stadium/arena to a cultural/recreational complex, residential construction and even light industry. As usual, the Mayor was on target with his comments. His audience: the Western Railway Club, 900 strong, including the top officers of virtually every major road serving Chicago.

A. E. Leitherer heads Chicago Traffic Club

The Chicago Traffic Club, one of the country's biggest, has elected A. E. Leitherer president for 1968-69. Leitherer, general traffic manager of Allied Mills, Inc., will have as vice presidents R. K. Lovitt, assistant vice president, Erie Lackawanna; A. N. Moore, director of traffic, Interlake Steel Corp.; and Fred E. Deines, assistant vice president-sales, Burlington.

Railway Age Index

The index to Volume 163, the latest volume of Railway Age, July-December 1967, is ready for distribution. Copies are available for subscribers who want them. Requests should be addressed to the Circulation Dept., Railway Age, Emmett Street, Bristol, Conn. 06010. Subscribers who in previous years have made application for the index need not apply again. They will continue to receive it as long as they continue to subscribe.

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VIEWPOINT

Railroads need the Post Office—and it needs the railroads

"The industry's relations with the U.S. Post Office Department represent an area in which I think railroads have been 'way off base....

"If I were a Post Office manager, it seems to me that I would resent the very blazes out of the implication—sometimes raised—that the demise of passenger trains could somehow be laid at the door of Post Office managers who capriciously diverted mail to other forms of transport. That's a lot of baloney....

"Railroads are not going to overlook so important a commodity as mail. Such premium freight can be and should be the lifeblood of the railroads...."

The man who made those comments last week—two indictments, coupled with a prediction—wasn't a government official. He wasn't one of the swarm of critics who find little good about the way railroads conduct their affairs. He was, in fact, Otto H. Zimmerman, the outspoken vice president and general manager of Illinois Central.

In a way, it was an exercise in group therapy, as Mr. Zimmerman spread out the cards—face up—at a joint session of the AAR Railway Mail Division and Post Office Department Bureau of Transportation personnel. There were, he pointed out, certain essential facts to ponder—facts which seemed to make a lot of sense, in light of P.O. requirements and rail capabilities:

—Railroads earned $307 million for mail transportation last year. In the years after World War II, when passenger-train-miles were triple what they are today, the average annual revenue was $220 million. Rates have gone down, volume has gone up.

—Mountains of mail have to be moved, and there's no let-up in sight. The great metropolitan concentrations that sociologists say will characterize U.S. population distribution by the year 2000 "suggest more and more rail distribution of mail."

—Railroad creative efforts to restructure mail transportation techniques and services will have to parallel the Post Office Department's own modernization programs. The result may be development of "premium mail, express and piggyback trains, wherever mail volumes are great enough to warrant such handling."

SOME STARTLING POSSIBILITIES

Specific proposals? Mr. Zimmerman had a couple. Mail service could be created "much in the manner that unit trains today carry coal and grain." Beyond even that? "Just imagine what we might do with IC's Rent-A-Train concept, applied to mail. We're studying the possibilities—and believe me, they are startling."

There is a strong suspicion that railroads and the Post Office have been suffering from a breakdown in communications, at the very least. The results have been unfortunate. The plain fact is that the railroads need the P.O. and the P.O. needs the railroads. If the air needed clearing, Mr. Zimmerman appears to have cleared it. Now, perhaps, will come his "new ideas, new proposals—new service."

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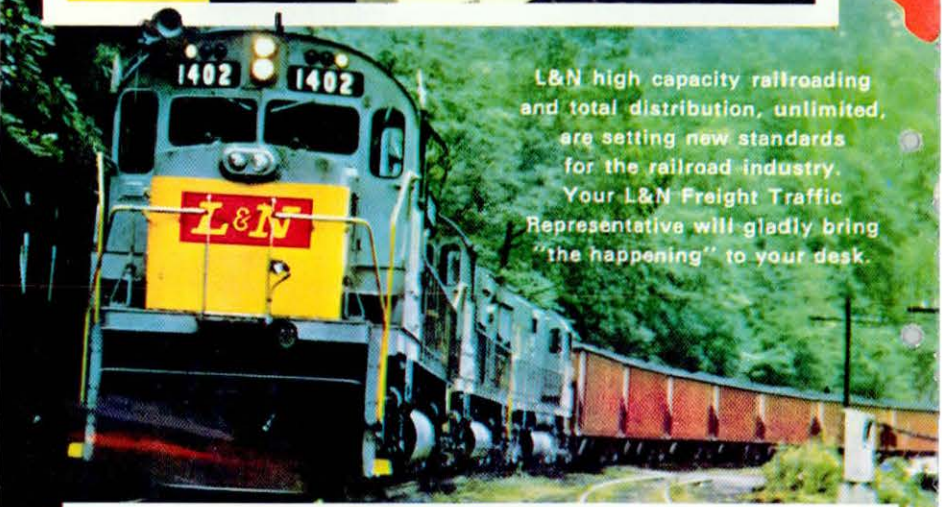

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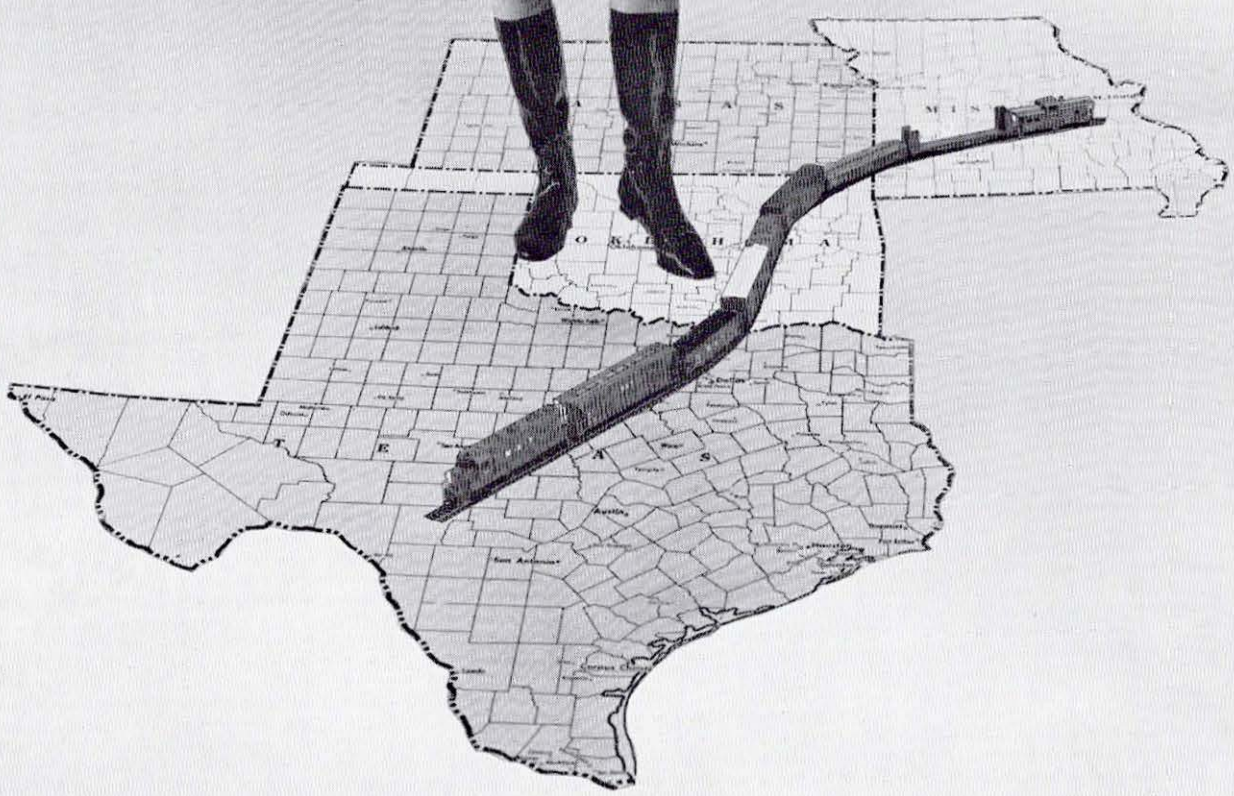

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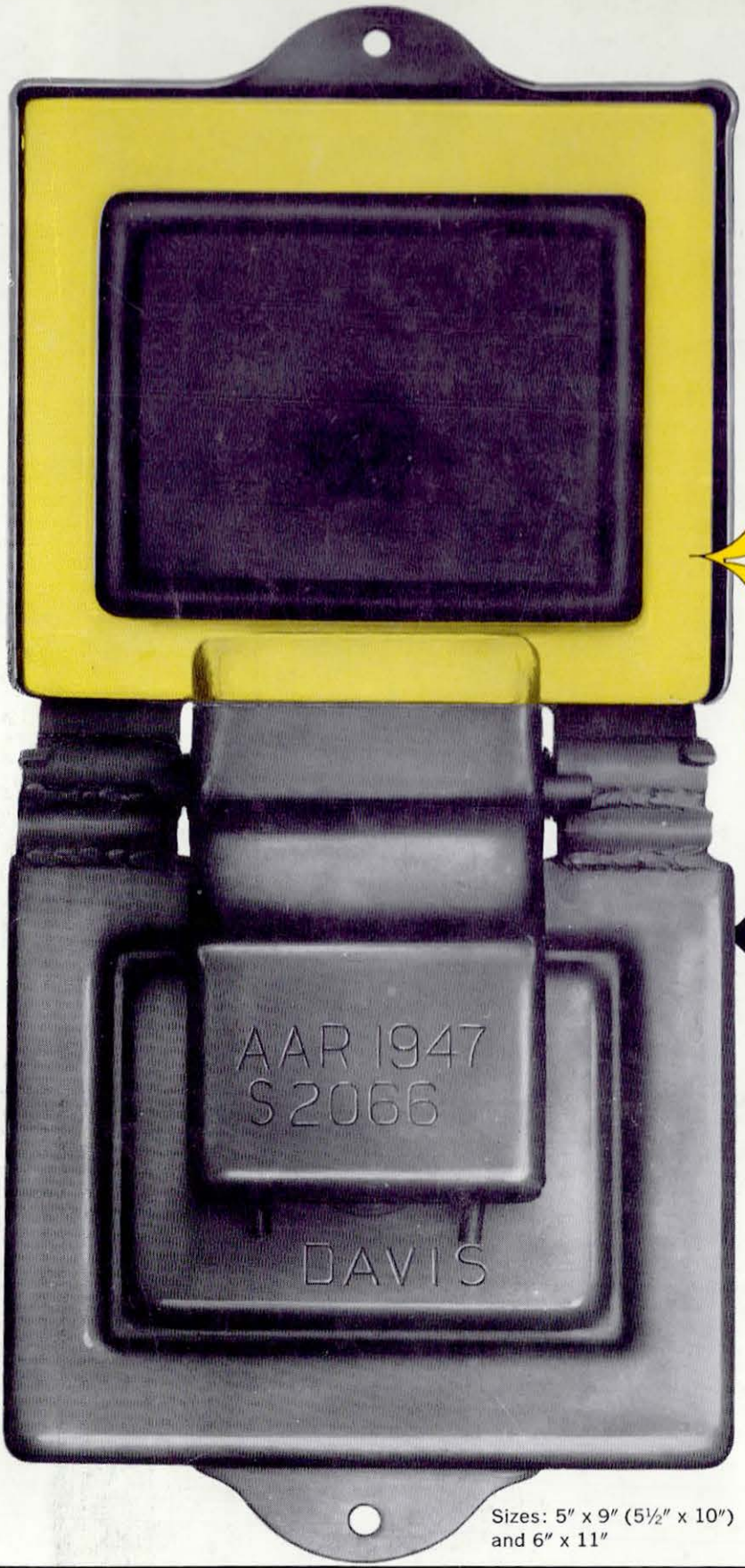

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